2006 AIB Detailed Program
Beijing, China
June 23-26, 2006

THURSDAY, JUNE 22

Placement Center
Room: No. 4
Hours: 8:30-17:00 (Sat-Sun), 8:30-12:30 (Mon)

Exhibits
Room: No. 17
Hours: 9:00-17:30 (Sat-Sun), 9:00-16:00 (Mon)

THURSDAY, JUNE 22 - 08:30-18:00

AJBS Conference

Annual Meeting of the Association of Japanese Business Studies. A separate registration is required to attend the AJBS Meeting.

Friday sessions will be held at the campus of Guanghua School of Management, Peking University. Saturday sessions will be held at the Convention Center, Rooms No.11, No. 12, and No. 13.

THURSDAY, JUNE 22 - 09:00-17:00

AIB Executive Board Meeting
FRIDAY, JUNE 23 - 08:00-12:00

**AJBS Conference**

Annual Meeting of the Association of Japanese Business Studies. A separate registration is required to attend the AJBS Meeting.

Friday sessions will be held at the campus of Guanghua School of Management, Peking University. Saturday sessions will be held at the Convention Center, Rooms No. 11, No. 12, and No. 13.

FRIDAY, JUNE 23 - 08:00-15:30

**Session: 0.1 - Pre-conference Workshop**

**Junior Faculty Consortium**

Chair: Sumit K Kundu, Florida International University

Panelists:
- Paul W. Beamish, University of Western Ontario
- Andrew Delios, National University of Singapore
- Ben L. Kedia, University of Memphis
- Jiatao Li, Hong Kong University of Science and Technology
- Marjorie A. Lyles, Indiana University
- Klaus E. Meyer, University of Reading
- Torben Pedersen, Copenhagen Business School
- Claudia Bird Schoonhoven, University of California, Irvine
- Mary Teagarden, Thunderbird
- Srilata Zaheer, University of Minnesota

Held at the campus of Guanghua School of Management. Pre-registered participants only. Lunch is provided.

The Junior Faculty Consortium is sponsored by the Boeing Institute of International Business, Saint Louis University.

**FRIDAY, JUNE 23 - 08:00-15:30**

**Session: 0.2 - Pre-conference Workshop**

**Doctoral Student Consortium**

Chair: Kannan Ramaswamy, Thunderbird

Facilitators:
- Nakiye Boyaciogiller, Sabanci University
- Lance Eliot Brouthers, University of Texas at El Paso
- Joseph L. Cheng, University of Illinois, Urbana-Champaign
- Timothy Michael Devinney, Australian Graduate School of Management
- Mingfang Li, California State University
- Mike Peng, University of Texas at Dallas
- Stephen Tallman, University of Richmond
- William Wan, Thunderbird

Pre-registered participants only. Lunch is provided.

The Doctoral Consortium is sponsored by the Society for the Advancement of Management Studies (SAMS).

**FRIDAY, JUNE 23 - 13:00-15:00**

**Session: 0.3 - Pre-conference Workshop**

**JIBS/AIB Paper Development Workshop**

Chair: Arie Y. Lewin, Duke University

Co-chair: Tatiana Kostova, University of South Carolina

Pre-registered participants only. Lunch is provided.

The JIBS/AIB Paper Development Workshop is sponsored by the University of South Carolina CIBER.

**FRIDAY, JUNE 23 - 13:00-15:00**

**Session: 0.4 - Pre-conference Workshop**

**Past Presidents Roundtable**

Coordinators:
- Sonja A. Sackmann, University Bw Munich
- Julia Gluesing, Wayne State University
Roundtable Participants:
- Jean Bartunek, AOM
- Peter J. Buckley, AIB
- John D. Daniels, AIB
- Jose R. de la Torre, AIB
- Peter J. Dowling, ANZAM
- Sidney John Gray, ANZIBA
- Duane A. Kujawa, AIB
- Chung-Ming Lau, Asia AoM
- Peter Monge, ICA
- Lyman Porter, AOM
- Anne S. Tsui, IACMR
- Rosalie L. Tung, AOM
- William B. Werther, ISPQR

Pre-registered participants only. Lunch is provided.

FRIDAY, JUNE 23 - 16:30-19:00

Session: 0.5 - Plenary
Time: 16:30-19:00
Room: No. 3

Opening Session: Welcome Remarks and AIB Fellows’ Opening Plenary
Chair: Alan M. Rugman, AIB President

Welcome Remarks
Mary Ann Von Glinow, 2006 Program Chair
Changqi Wu, Local Arrangements Chair

Presentation of AIB President's Award

Keynote Address: "Competitiveness of Chinese Enterprises in the Global Era"
Weiying Zhang, Executive Dean, Guanghua School of Management, Peking University

AIB Fellows' Opening Plenary on Chinese Outward Investment
Introduction: Jean Boddewyn, Baruch College
Chair: Rosalie L. Tung, Simon Fraser University
Marjorie A. Lyles, Indiana University
Oded Shenkar, Ohio State University
Danny Van Den Bulcke, University of Antwerp
Bernard Yeung, New York University
Rosalie L. Tung, Simon Fraser University

FRIDAY, JUNE 23 - 19:00-22:00

Presidential Reception

The Presidential Reception, celebrating the opening of the 2006 AIB Conference, will take place at the BallRoom of the Crowne Plaza Park View Wuzhou. The Crowne Plaza is located adjacent to the Convention Center. Business casual attire is recommended.
**SATURDAY, JUNE 24 - 08:10-09:25**

**Session: 1.1.1 - Panel**
Time: 08:10-09:25
Track 7 - Learning, Knowledge and Innovation
Room: No. 3

*Showcase Panel on 'Advances in Learning, Knowledge and Innovation'*
Chair: Marjorie A. Lyles, Indiana University

**Panelists:**
- Yves L. Doz, INSEAD
- John Hagedoorn, Maastricht University
- Haiyang Li, Rice University
- Sully Taylor, Portland State University

**Session: 1.1.2 - Competitive**
Time: 08:10-09:25
Track 4 - International Strategic Management
Room: No. 10

*Focus vs. Diversification in the MNE*
Chair: Bruce McKern, Stanford University

- *Firm Performance, International Diversification and Product Diversification: Their Interrelationships and Determinants [ID#: 88]*
  - Harry P. Bowen, Vlerick Leuven Gent Management School
  - Margarethe F. Wiersema, University of California, Irvine

- *The Influence of Foreign Investment Strategies on Corporate Divestment [ID#: 199]*
  - Heather Berry, University of Pennsylvania

- *International Divestment: Influential Factors and Key Managerial Attitudes [ID#: 348]*
  - Keson Wenghoo Loke, University of Sydney

- *Focused Global Firms [ID#: 469]*
  - Briance Mascarenhas, Rutgers University

**Session: 1.1.3 - Competitive**
Time: 08:10-09:25
Track 5 - Entry, Expansion & Operations Strategies
Room: No. 11

*International Entry: New Theoretical Perspectives*
Chair: Jane Lu, Singapore Management University

**International Joint Venture Partner Selection: The Role of the Host Country Institutional Environment [ID#: 426]**
- Jean-Paul Roy, Memorial University of Newfoundland
- Christine Oliver, York University

**Who Buys Whom in International Oligopolies with FDI and Technology Transfer? [ID#: 625]**
- Leo Grunfeld, Norwegian Institute of Foreign Affairs
- Francesca Sanna-Randaccio, University of Rome "La Sapienza"

**Making Ownership Decisions in China: Foreign Firms' Dialectic Development [ID#: 644]**
- Xueyuan Zhang, RSM Erasmus University
- Patrick Reinmoeller, RSM Erasmus University

**The Dynamics of New Venture Internationalization: Some Testable Propositions [ID#: 844]**
- Maija Renko, Florida International University
- Sumit K Kundu, Florida International University

**Session: 1.1.4 - Competitive**
Time: 08:10-09:25
Track 1 - The Context of Global Business
Room: No. 12

*Globalization and Competitiveness*
Chair: Tim Curran, Global Technology Distribution Council/University of Florida St. Petersburg

**Competitive Strategy to Enhance National Competitiveness [ID#: 313]**
- Dong-Sung Cho, Seoul National University
- Hw-Chang Moon, Seoul National University
- Min-Young Kim, The Institute for Industrial Policy Studies

**Foreign Ownership and Long-term Survival: A Matched Sample Study of Denmark 1895-2001 [ID#: 547]**
- Steen Thomsen, Copenhagen Business School
- Dorte Kronborg, Copenhagen Business School

**Competitiveness Under Globalization Impact: Case of Finland [ID#: 712]**
- Anna Salonen, Helsinki School of Economics

**Globalization and Performance of United States Motion Picture Industry [ID#: 902]**
- Suman Basu Roy, Florida Atlantic University
- Kunal Banerji, Eastern Michigan University
Session: 1.1.5 - Competitive  
Track 4 - International Strategic Management  
Room: No. 13

**Technology and Internationalization**  
Chair: Taco H. Reus, Florida Atlantic University

- Economic Determinants on Software Piracy: A Cross-national and Longitudinal Investigation [ID#: 589]  
  Deli Yang, Bradford University  
  Mahmut Sonmez, Loughborough University

- Human Capital Intensity in Technology-Based Firms Located in Portugal: Do Foreign Multinationals Matter? [ID#: 708]  
  Ana Teresa Tavares, University of Porto  
  Aurora Castro Teixeira, University of Porto

- Foreign Direct Investment, Institutional Experience and Failure: Evidence from the Brazilian Telecommunications Industry [ID#: 920]  
  Susan E. Perkins, New York University

Session: 1.1.6 - Competitive  
Track 3 - Managing People Across Cultures  
Room: No. 14

**International HRM Practices**  
Chair: AAhad Osman-Gani, Nanyang Technological University

- Strategic HR Practices and Product Innovation [ID#: 49]  
  Sjoerd Beugelsdijk, Nijmegen School of Management

- From Caravans to Containers: Creating Global Networks in the Province of Zhejiang [ID#: 309]  
  Michele E.M. Akoorie, University of Waikato  
  Tao Zhang, University of Waikato

- The Effect Of Country Image On Initial Job Choice Decisions An Empirical Study Of Taiwanese College Students And Japanese Corporations [ID#: 543]  
  Fabian Jintae Froese, Waseda University  
  Baoqing Leng, Waseda University  
  Yasuyuki Kishi, Waseda University  
  Shigeto Sonoda, Waseda University

- Organizational Commitment of Chinese Employees in Foreign Invested Firms [ID#: 668]  
  Jos Gamble, University of London  
  Qihai Huang, Manchester Metropolitan University

Session: 1.1.7 - Competitive  
Track 10 - Internationalization of Asian Firms  
Room: 3030

**Ownership and Internationalization in Asian Business**  
Chair: Peter Williamson, INSEAD

- International Expansion of Firms in Family Business Groups from Advanced Emerging Economies [ID#: 252]  
  Peng Ji Wang, National University of Singapore

- Business Group Affiliation, Corporate Diversification Strategies, and Firm Performance in Emerging Economies: The Resource-Based View [ID#: 286]  
  Hicheon Kim, Korea University  
  Heechun Kim, Arizona State University

- The Internationalization of Singapore’s State-Enterprise Networks in the Context of Asia’s Transborder Industrialization: New Evidence from Indonesia, Vietnam and China [ID#: 347]  
  Caroline Yeoh, Singapore Management University  
  Victor Sim, Singapore Management University  
  Genrong Meng, Singapore Management University

Session: 1.1.8 - Competitive  
Track 2 - Economics, Finance, Taxation, Regulation  
Room: No. 15

**Currency Risk and Financial Crises**  
Chair: Shirley A Hunter, Tufts University

- Why do Latin American Firms Manage Currency Risks? [ID#: 76]  
  Rafael Schiozer, Fundação Getulio Vargas/EAESP  
  Richard Saito, Fundação Getulio Vargas/EAESP

- Currency Controls and Financial Crisis Resolution: A Case Study of Malaysia [ID#: 178]  
  Gert H. Grondowski, University of Melbourne  
  Muhammad Mahmood, Victoria University

- Determinants of Corporate Debt Maturity in Latin America [ID#: 633]  
  Paulo Renato Soares Terra, University of Sinos

- Catastrophe Risk, Sovereign Borrowing, and Host-Country Government Constraints in Emerging Markets [ID#: 930]  
  Burkhard N. Schrage, Singapore Management University  
  Banu Ozcan, Merrill Lynch

Session: 1.1.9 - Panel  
Track 6 - Marketing and Supply-Chain  
Room: 16A

**China Sourcing: A View from the Coal Face**  
Chair: Timothy Michael Devinney, Australian Graduate School of Management

Panelists:  
Timothy Michael Devinney, Australian Graduate School of Management  
Frank Mizuno, Booz Allen Hamilton  
Ronald Haddock, Booz Allen Hamilton  
Lloyd Wang, Ariba
Session: 1.1.10 - Competitive
Track 7 - Learning, Knowledge and Innovation
Room: No. 16B

Innovation within Industry Linkages
Chair: Roberto Garcia, Indiana University

Power Use in Network Restructuring: The Case of Toyota [ID#: 268]
Faith Hatani, Cardiff Business School

Roles of Firms’ Network Position and Hierarchy Position in Technology Innovation in Global Semiconductor Industry: A Social Network Analysis [ID#: 587]
Cheng-Min Chuang, National Taiwan University
Kuen-Shiou Yang, National Taiwan University

The Network as Innovation in Polish Traditional Industries with Buyer-Driven Value Chains [ID#: 689]
Deniz Eylem Yoruk, University of Sussex
Richard Woodward, University of Edinburgh

The Dynamics of Technology Diffusion and Technology Capability - A Network Perspective [ID#: 720]
Hsin Mei Lin, National Chi Nan University
Li-Hua Kuo, National Chi Nan University
Peter J. Sher, National Chi Nan University

Session: 1.1.11 - Special Session
Time: 08:10-09:25
Room: No. 16C

Responses to Changing Competitive Conditions in Japan: Three Perspectives (AJBS Special Session)
Chair: Thomas W Roehl, Western Washington University

Japanese Corporate Genealogy in the Service Sector: Responding to a Changing Environment
Kiyohiko Ito, University of Hawai'i at Manoa
Elizabeth Rose, Victoria University of Wellington
D. Eleanor Westney, Massachusetts Institute of Technology

Profiting from Learning and Knowledge Arbitrage: Experience from a US Japanese Joint Venture
Mary Yoko Brannen, San Jose State University
Mike Hill, Director, Learning and Organizational Development, Spansion LLC

Liabilities, Foreign and Domestic, New and Old: A Study of Competitive Change in the Brokerage Industry in Japan
Thomas W Roehl, Western Washington University

Session: 1.1.12 - Competitive
Track 4 - International Strategic Management
Room: 3051

High-technology Ventures and Institutional Networking
Chair: Claudia Bird Schoonhoven, University of California, Irvine

Alliance Networks, Network Embeddedness of Partner Companies and Joint Venture Performance [ID#: 225]
Pierre-Xavier Meschi, Euromed Marseille Ecole de Management

Creativity, Organization Structure and Organization Performance Relationship: The Case of High-Technology Firms in Taiwan [ID#: 400]
Sue-Chin Yang, National Cheng Kung University
Hsin-Hong Kang, National Cheng Kung University

To Unpack the Black-Box of Micro-Macro Transformation: From Person-level Social Tie to Organization-level Social Tie [ID#: 422]
Peter Ping Li, California State University, Stanislaus
Xiaotao Yao, Xi’an Jiaotong University
Youmin Xi, Xi’an Jiaotong University

Session: 1.1.13 - Competitive
Time: 08:10-09:25
Room: 3050

Managing Joint Ventures and Contractual Relationships
Chair: Wade M Danis, Georgia State University

Contracting Costs in Outsourcing Partnerships: An Investigation of Termination Provisions [ID#: 264]
Africa Ariño, IESE Business School
Jeffrey J. Reuer, University of North Carolina
Kyle J. Mayer, University of Southern California
Juan Jane, Hewlett Packard

Incentives for the Cultural Adaptation Process In an International Joint Venture [ID#: 342]
Ursula F. Ott, Loughborough University

The Effect of Justice on the Development of Interorganizational Trust: A Case of International Joint Ventures [ID#: 476]
Naoki Ando, Sungkyunkwan University
Dongkee Rhee, Seoul National University

The Influences of Buyer-Seller Relationship Quality on Adaptation and Innovation for Subsidiaries of Foreign MNCs in Taiwan [ID#: 569]
Wann-Yih Wu, National Cheng Kung University
Man-Ling Chang, National Cheng Kung University
SATURDAY, JUNE 24 - 09:25-09:35

Break

SATURDAY, JUNE 24 - 09:35-10:50

Session: 1.2.1 - Competitive
Track 7 - Learning, Knowledge and Innovation

Knowledge Sourcing in MNCs
Chair: Christina Yu-Ping Wang, National Dong Hwa University

Determinants of Sources of Knowledge of Subsidiaries [ID#: 97]
Ya-Ping Chiu, Vanung University
Dah-Hsian Seetoo, National Chengchi University
Shao-Tzu Wu, National Chengchi University

Knowledge Sourcing and Innovation Novelty - Implications for Subsidiary Performance [ID#: 638]
Christina Hallin, Uppsala University
Olivia H. Kang, Uppsala University

Cross-border Acquisitions and Cross-border Knowledge Sourcing: Why Learning from the Local Is Not for Everyone? [ID#: 691]
Minyuan Zhao, University of Minnesota
Kangyong Sun, University of Minnesota

Session: 1.2.2 - Competitive
Track 4 - International Strategic Management

Integration vs. Responsiveness in the MNE
Chair: John A. Cantwell, Rutgers University

HRM Practices in Subsidiaries of US, Japanese and German MNCs: Country-of-Origin, Localization or Dominance Effect? [ID#: 84]
Markus Pudelko, University of Edinburgh
Anne-Wil Harzing, University of Melbourne

Unbundling Strategic Integration in the Multinational Corporation [ID#: 137]
Andreas Birnik, Cranfield School of Management
Cliff Bowman, Cranfield School of Management

Integration-Responsiveness Strategic Choice and Business Performance of MNCs in China [ID#: 948]
Yunshi Mao, Sun Yat-Sen University
Jing Yuan, Sun Yat-Sen University

Global Strategy in Practice: Managing Integration-Responsiveness Dilemmas at British Airways [ID#: 962]
Bridgette Sullivan-Taylor, Warwick University
Simon Collinson, Warwick University
David Wilson, Warwick University

Session: 1.2.3 - Competitive
Time: 09:35-10:50
Room: No. 11

The Choice of Entry Mode: Refining Empirical Research
Chair: Alex Eapen, University of Sydney

Up Went the "Iron Curtain", In Came Foreign Investment: An Empirical Analysis of Advertising Firms And Entry Mode Choice In Post-Communist Eastern Europe [ID#: 37]
Rick T. Wilson, Saint Louis University

A Contingency Perspective on Foreign Ownership Decision: Aligning Explorative Motives with Exploitable Advantages [ID#: 287]
Chuang-Hui Tseng, National Cheng Kung University

Assessing the Advantages of Multilevel Methods for Entry Mode Research [ID#: 455]
Jean-Luc Arregle, EDHEC Business School
Louis Hebert, HEC Montréal
Paul W. Beamish, University of Western Ontario

Determinants of Investor Ownership Strategies for Foreign Affiliates [ID#: 613]
Mehmet Demirbag, University of Sheffield
Keith Glaister, University of Sheffield
Ekrem Tatoglu, Bahcesehir University

Session: 1.2.4 - Panel
Time: 09:35-10:50
Room: No. 12

Showcase Panel on 'Financial Dimension of International Business'
Chair: Tamir Agmon, College of Management

Panelists:
Sarkis Khoury, University of California, Riverside
Kirt C. Butler, Michigan State University
Clas Wihlborg, Copenhagen Business School
Bernard Yeung, New York University

Session: 1.2.5 - Competitive
Time: 09:35-10:50
Room: No. 13

Inter-organizational Relationships
Chair: Jean Boddewyn, Baruch College

The Role of Manager’s Political Networking and Functional Experience in New Venture Performance: Evidence from China’s Transition Economy [ID#: 205]
Haiyang Li, Rice University
Yan Zhang, Rice University

Social Network Relationships And Performance: Foreign Direct Investment By Taiwanese Firms In China And The United States [ID#: 461]
Chi-Hsing Tseng, National Pingtung Institute of Commerce
Hsin-Chih Kuo, I-Shou University
Search and Integration: Capability Building of Business Group Affiliates in Taiwan [ID#: 502]
Ishtiaq Pasha Mahmood, National University of Singapore
Hongjin Zhu, National University of Singapore

The Role of Intangible Asset Specificity on Relational Governance of International Subcontracting Relationships: An Asymmetric Interorganizational Relationship Perspective [ID#: 576]
Shih Chieh Fang, National Kaohsiung First University of Science and Technology
Shih Chin Tai, I-Shou University
Julia Lin, I-Shou University
Cheng-Kai Hu, I-Shou University

Session: 1.2.6 - Panel
Time: 09:35-10:50
Room: No. 14
Watching Out for India's Globalization
Chair: Sumit Majumdar, University of Texas at Dallas
Panelists:
Sumit Majumdar, University of Texas at Dallas
Radha Burman, Reserve Bank of India
Rahul Goswami, Ranbaxy India Limited
Geoffrey Owen, London School of Economics

International Business and Social Change
Chair: Duane A. Kujawa, University of Miami
Modes and Survival of Privatization Projects [ID#: 198]
Yi Jiang, Ohio State University
Mike Peng, University of Texas at Dallas
The Role of Multinational Enterprises in Responding to Violent Conflict: A Conceptual Model and Framework for Research [ID#: 386]
Jennifer M Oetzel, American University
Kathleen Getz, American University
Stephen Ladek, International Solutions Group
Foreign Direct Investment, Trade and Poverty: Where is the link? [ID#: 537]
Doren D. Chadee, University of Auckland
Lise Eriksen, University of Auckland
World Poverty Alleviation: Developing Country Characteristics, International Business and Time [ID#: 771]
Ben L. Kedia, University of Memphis
Liliana Perez Nordtvedt, University of Texas at Arlington
Raj Mahto, University of Memphis

Session: 1.2.7 - Competitive
Time: 09:35-10:50
Room: 3030
Accounting, Information, and Tax
Chair: Richard Saito, Fundação Getulio Vargas/EAESP
Domestic Bank Health and Foreign Direct Investment: New Evidence from Japanese Main Banks [ID#: 563]
Tatsuo Ushijima, Aoyama Gakuin University
Exogenous Determinants of International Corporate Tax Rates: Extensions of Geographic Distance Theory [ID#: 713]
Kwadwo Ofori-Brobby, Texas Southern University
David L. Ford, Jr., University of Texas at Dallas
An Examination of Corporate Internet Reporting by London-Listed Companies [ID#: 766]
Omneya H. Abdelsalam, Aston University
Stephanie M. Bryant, University of South Florida
Donna Lee Street, University of Dayton
Ownership Concentration in Privatized Firms: The Role of Disclosure Standards, Auditor Choice, and Auditing Infrastructure [ID#: 808]
Omrane Guedhami, Memorial University of Newfoundland
Jeffrey Pittman, Memorial University of Newfoundland

Session: 1.2.8 - Competitive
Time: 09:35-10:50
Room: No. 15
Domestic Bank Health and Foreign Direct Investment: New Evidence from Japanese Main Banks [ID#: 563]
Tatsuo Ushijima, Aoyama Gakuin University
Exogenous Determinants of International Corporate Tax Rates: Extensions of Geographic Distance Theory [ID#: 713]
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Ownership Concentration in Privatized Firms: The Role of Disclosure Standards, Auditor Choice, and Auditing Infrastructure [ID#: 808]
Omrane Guedhami, Memorial University of Newfoundland
Jeffrey Pittman, Memorial University of Newfoundland

Session: 1.2.9 - Competitive
Time: 09:35-10:50
Room: No. 16A
Buyer-Supplier Relationships
Chair: John Cassidy, University College Dublin
Determinants of Buyer-Supplier Relationship Commitment: The Cultural Effects of Individualism-Collectivism [ID#: 384]
Sheng-Ya Tseng, National Chengchi University
Wan-Yu Liu, National Chung-Chi University
Hsin Mei Lin, National Chi Nan University
Adding Value to Buyer-Supplier Relationships in China [ID#: 395]
Brenda Sternquist, Michigan State University
Carol Ann Finnegan, Michigan State University
Zhengyi Chen, Ohio University
Chinese Retail Buyer-Supplier Relationship in a Transitional Economy: Does Guanxi Still Matter? [ID#: 694]
Ying Huang, Michigan State University
Brenda Sternquist, Michigan State University
Roger Calantone, Michigan State University

Session: 1.2.10 - Competitive
Time: 09:35-10:50
Room: No. 16B
Performance Management in MNEs
Chair: Allan Bird, University of Missouri, Saint Louis
The Adoption of HR Strategies in a Confucian Context [ID#: 162]
Shyh-jer Chen, National Sun Yat-sen University
Managing Performance Reward Across Borders [ID#: 872]
Flora Chiang, Chinese University of Hong Kong
Thomas A. Birtch, Cambridge University

HRM Practices at the Wholly-owned Foreign Subsidiaries: When is the Legitimacy Imperative at Work? [ID#: 894]
Yunxuan (Tess) Han, Temple University
Tolulope Bewaji, Temple University

High Performance Work Systems, Productivity & Innovation: A Comparison of MNCs and Indigenous Firms [ID#: 942]
James P. Guthrie, University of Kansas
Patrick Flood, University of Limerick
Wenchuan Liu, University of Limerick
Sarah MacCurtain, University of Limerick

Session: 1.2.11 - Special Session
Time: 09:35-10:50
Room: No. 16C

Current Research on Japanese Business (AJBS Special Session)
Chair: Hendrik Meyer-Ohle, National University of Singapore

Lifetime Employment in Japan: Concepts and Measurements
Hiroshi Ono, Stockholm School of Economics

Predictors and Outcomes of Japanese Repatriation Effectiveness: Managing the Learning and Transfer of Global Competencies
Norihito Furuya, IGB Network Co., Ltd
Michael J. Stevens, University of Missouri-St. Louis
Gary Oddou, California State University, San Marcos
Allan Bird, University of Missouri, Saint Louis
Mark Mendenhall, University of Tennessee, Chattanooga

Does the Hybridization Policy of HRM Practices Matter among Japanese Firms in China?
Norihiko Takeuchi, Tokyo University of Science
Tomokazu Takeuchi, Kagawuchi Junior College

Japanese Corporate Restructuring: CEO Priorities as a Window on Organizational and Environmental Change
Patricia Robinson, Hitotsubashi University
Norihiko Shimizu, Hitotsubashi University

Determinants of Governance Mode in International Strategic Alliances [ID#: 522]
Steven Globerman, Western Washington University
Bo Bernhard Nielsen, Western Washington University

The Co-Evolution of Focal Alliance and Alliance Formation Strategy: From a Developing Country’s Perspective [ID#: 699]
Sajjad Haider, Napier University
Francesca Mariotti, University of Stirling

Drivers of Joint Venture Performance
Chair: Chris C. Chung, University of Western Ontario/Florida International University

Operational Control and Autonomy in International Joint Ventures: Interactive Performance Impacts [ID#: 161]
Dong Chen, Loyola Marymount University
William Newburry, Rutgers University
Seung Ho Park, Samsung Economic Research Center / CEIBS

Resource Acquisition And Performance Of International Joint Ventures: A Moderating Effect Of Absorptive Capacity [ID#: 544]
Zhan Wu, University of Sydney
M. Krishna Erramilli, Nanyang Technological University
Changsu Kim, Nanyang Technological University

International Joint Venture Performance: Impact Of Performance Measures And Foreign Parent, Target Country, And Investment Specific Variables On Performance [ID#: 550]
Jorma Antero Larimo, University of Vaasa

A Meta-Analytical Review of a Transaction Cost Economics Perspective of IJV Performance [ID#: 690]
Taco H. Reus, Florida Atlantic University

Coffee Break

Time: 10:50-11:15
Room: No. 17
Session: 1.3.1 - Competitive  
Track 7 - Learning, Knowledge and Innovation  
Room: No. 3

**Knowledge Spillover**
Chair: Bih-Shiaw Jaw, National Sun Yat-sen University

*Do Spillover Benefits Grow with Rising Foreign Direct Investment? An Empirical Examination of the Case of China* [ID#: 9]
Chengqi Wang, Leeds University
Li Yu, Dongbei University of Finance & Economics

*The Role of Long Distance Teams: Promoting Knowledge Flow or Facilitating Internalization?* [ID#: 107]
Minyuan Zhao, University of Minnesota
Mazhar Islam, University of Minnesota

*Do Foreign and Local Firms Learn from Each Other in a Developing Country? A Comparative Case Study* [ID#: 259]
Xiaming Liu, University of London
Jue Wang, University of London

*Exploring the Relationship Between Direct and Indirect Spillovers from FDI in Argentina* [ID#: 790]
Rajneesh Narula, University of Reading
Anabel Marin, University of Sussex

Session: 1.3.2 - Special Session  
Room: No. 10

**FDI in China: Barbarians at Bay?**
Chair: Changqi Wu, Peking University

Panelists:
Sea-Jin Chang, Korea University
Oded Shenkar, Ohio State University
Dean Xu, Peking University
Ming Zeng, Cheung Kong Graduate School of Business

Session: 1.3.3 - Competitive  
Track 5 - Entry, Expansion & Operations Strategies  
Room: No. 11

**Turning Business Networks into Business Growth**
Chair: Sylvie Chetty, Massey University

*Do You Learn From International Ties? Analyzing International Linkages and Innovation Speed in the German Bio-tech Industry?* [ID#: 719]
Andreas Al-Laham, City University, London
Terry Amburgey, University of Toronto

*Turning Social Capital into Business* [ID#: 754]
Angelika Lindstrand, Stockholm School of Economics
Sara Melén, Stockholm School of Economics
Emilia Rovira, Stockholm School of Economics

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Session: 1.3.4 - Competitive  
Track 3 - Managing People Across Cultures  
Room: No. 12

**The Impact of Culture on International Business (I)**
Chair: Greg Fisher, RMIT University

*Culture Clash, Cultural Enrichment, and the Cross-Cultural Capability of Multinational Companies* [ID#: 509]
Taco H. Reus, Florida Atlantic University
Barbara Brenner, Vienna University of Economics and Business Administration

*Innovation Across Cultures: The Relationship Between Uncertainty, Avoidance and Innovation in Japan and the UK* [ID#: 656]
Amy Nuttgens, University of London
Neil Conway, University of London

*The Influence of Personality and Culture on Interpersonal Conflict Styles: Evidence from Hong Kong, Singapore, Ireland and Spain* [ID#: 693]
Aidan Kelly, University College Dublin
Yousef Eiadat, University College Dublin
Aine Kelly, St. John of Gods
John Hulpke, Hong Kong University of Science and Technology
Michale To, Hong Kong University of Science and Technology

Session: 1.3.5 - Competitive  
Track 4 - International Strategic Management  
Room: No. 13

**Differentiation Strategies: Standing Out From the Crowd**
Chair: John D. Daniels, University of Miami

*How Multi-Product Firms Respond to Import Competition?* [ID#: 20]
Runjuan Liu, University of Alberta

*Imitating Firms* [ID#: 50]
Heather Berry, University of Pennsylvania
Conformity, Deviance and “Puzzle-Pictures”: Multiple Impression Management Strategies in Foreign Market Entry [ID#: 774]
Claes Fredrik Bohman, Stockholm School of Economics
Jesper Edman, Stockholm School of Economics
Udo Zander, Stockholm School of Economics

Technological Change and Corporate Competitive Advantage: A Comparison of U.S. Patents Issued to Auto Makers, 1997-2001 [ID#: 827]
Cheryl A. Van Deusen, University of North Florida
M. Reza Vaghefi, University of North Florida
Louis A. Woods, University of North Florida

**Session: 1.3.6 - Competitive**
**Time: 11:15-12:30**
**Room: No. 14**

**Foreign Location Choices of Asian Firms**
Chair: John Child, University of Birmingham

The Determinants of Cross-Border M&As Performance in China: A Comparative Study between Overseas Sino and Anglo Firms [ID#: 64]
Yong S Pak, Yonsei University
Ki H Ryu, Yonsei University
Hyun J Shin, Yonsei University

The Locational Determinants of Chinese Outward Foreign Direct Investment [ID#: 597]
Peter J. Buckley, Leeds University
Jeremy Clegg, Leeds University
Adam Russell Cross, Leeds University
Hinrich Voss, Leeds University
Ping Zheng, Leeds University

Agglomeration Effect, Location Advantage and Location Choice of FDI from Developing Countries: The Case of China [ID#: 784]
Yu Li, Peking University
Changqi Wu, Peking University

Do Birds of a Feather Flock Together? Location Strategies of Asian Banks in the United States [ID#: 803]
Hong Zhu, Texas A&M University
Lorraine Eden, Texas A&M University
Stewart R. Miller, University of Texas at Austin
Douglas E. Thomas, University of New Mexico

**Session: 1.3.7 - Competitive**
**Time: 11:15-12:30**
**Room: 3030**

**Subsidiary Survival or Exit?**
Chair: Bent Petersen, Copenhagen Business School

International Joint Venture Path Dependence [ID#: 163]
Andreas Michael Klossek, Freiberg University of Mining and Technology
Michael C. Nippa, Freiberg University of Mining and Technology

Strategic Alignment and Foreign Entry Survival: A Network Based View [ID#: 404]
Jing’an Tang, University of Western Ontario

Experience and Exits of Partially-Owned Subsidiaries in Korean Foreign Direct Investment [ID#: 439]
Sangchoul Song, Ohio State University
Soonkyoo Choe, Yonsei University
Chinmay Pattnaik, Yonsei University

Managerial Satisfaction with Subsidiary Performance: The Influence of the Parent MNE’s Specificities and Subsidiary’s Environment [ID#: 552]
Desislava Dikova, University of Groningen

**Stock Markets**
Chair: Ha-Chin Yi, Texas State University

IPO Strategic Underpricing: The Role of Chinese State Owners [ID#: 388]
Yong Wang, Temple University
Xiaotian Zhang, Temple University

Information Content of Stock Prices and Earnings Management - Evidence from Chinese Stock Markets [ID#: 495]
Yao Lu, University of Michigan

Share Issuing Privatizations in China: Determinants of Public Share Allocation and Underpricing [ID#: 616]
Qi Quan, Katholieke Universiteit Leuven
Nancy Huyghebaert, Katholieke Universiteit Leuven

**Session: 1.3.9 - Competitive**
**Time: 11:15-12:30**
**Room: No. 16A**

**Market Entry & Supplier Selection**
Chair: Yigang Pan, York University

Relational Norms, Trust, Institutional Environment, and Strategic Orientation in Choices of Marketing Channel Members in Emerging Economies [ID#: 123]
Ping-Shan Cheng, National Cheng Kung University

International Licensing: An Empirical Examination of Exclusivity Rights in Foreign Markets [ID#: 215]
Preet S. Aulakh, York University
Marshall Shibing Jiang, Brock University
Yigang Pan, York University

Optimizing Supplier Selection by Analytic Network Process (ANP) - A Case of Notebook Producers in Taiwan [ID#: 629]
Badri Munir Sukoco, National Cheng Kung University
Chia-Ying Li, National Cheng Kung University
Li-Yueh Lee, Kun Shan University

Information Asymmetries and Abnormal Returns: Evidence from U.S.-Chinese and Japanese-Chinese Automotive Supplier Alliances in China [ID#: 789]
Wesley A. Pollitte, Michigan State University
Joseph C. Miller, Michigan State University
Attila Yaprap, Wayne State University
Internalization, Technology and Globalization

Chair: Mary Yoko Brannen, San Jose State University

Paradigmatic Globalizations in Cross Country Strategic Alliances in Biotechnology Firms [ID#: 79]
Tariq Malik, Birkbeck College, University of London

Torbjorn Fredriksson, United Nations Conference on Trade and Development
Guoyong Liang, United Nations Conference on Trade and Development

Guneeta Vasudeva, Indian School of Business
MNC Learning on the Demand Side: Lead Markets, Design Innovation, and Internationalization [ID#: 581]
Mark Lehrer, Vienna University of Economics and Business Administration
Bodo B. Schlegelmilch, Vienna University of Economics and Business Administration

Alliances 2: Membership Has Its Privileges

Chair: Bo Bernhard Nielsen, Western Washington University

MNE-NGO Alliances in Developing Countries [ID#: 172]
Carlos Ramon Rufin, Babson College
Miguel Rivera-Santos, Babson College

The Impact of Repeated Partnerships on Multinational Corporation Performance [ID#: 465]
Anthony Goerzen, University of Victoria

Disaggregating the Group Effect: Vertical and Horizontal Keiretsu in Changing Economic Periods [ID#: 756]
Sandra Dow, University of Quebec at Montreal
Jean McGuire, Concordia University/Louisiana State University
Toru Yoshikawa, Singapore Management University

Dual Criteria for the Membership of Global Strategic Alliances and Networks [ID#: 787]
Jai Beom Kim, Sungkyunkwan University
Soo Hee Lee, University of London
Chong Ju Choi, City University

Modeling Offshore Outsourcing

Chair: Martin H. Stack, Rockhurst University

A Typology for Organizational Acculturation in International Outsourcing [ID#: 635]
Guilherme Azevedo, McGill University

A Transaction Cost Link Between Private Branding and Offshore Sourcing: Theory and Empirical Evidence [ID#: 758]
Shih-Fen Chen, University of Western Ontario

Reweaving The Silk Road Through Outsourcing and Offshoring: The Need For an Externalisation Theory [ID#: 763]
Peter Liesch, University of Queensland
Gary A. Knight, Florida State University
Bernard L. Simonin, Tufts University

Internationalization of Multinational Enterprise R&D: A Transaction Cost and Internalization Theory Perspective [ID#: 777]
P.M. Rao, Long Island University
Pervez Nasim Ghauri, Manchester Business School

International Business and Social Unrest

Chair: Lyman Porter, University of California, Irvine

Investment Modes and the Impact of Global Terrorism: an Impact Theory and Model [ID#: 196]
Gabriele G.S. Suder, CERAM Sophia Antipolis

Organizational Responses to Institutional Upheaval Along the Modern-Day Silk Road: Impact of Organizational Context and Firm Characteristics [ID#: 716]
David L. Ford, Jr., University of Texas at Dallas
Kiran M. Ismail, University of Texas at Dallas
Manuel Ferreira, Instituto Politecnico de Leira

Confronting Right-Wing Nationalism, Left-Wing Nationalism, and Democratic Nationalism: Standard Oil Co. (New Jersey) in Venezuela, Colombia, and Mexico [ID#: 904]
Marcelo Bucheli, University of Illinois at Urbana-Champaign

Interactive Sessions with Light Lunch (I)

All Interactive Sessions numbered 1.4.X below will be located in Room 17/Hall. Light lunch will also be provided in the same location for all participants.
Session: 1.4.1 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall

Knowledge, Learning and Adaptation

Population Ecology Perspective and Organizational Survival Capability in Taiwanese Semiconductor: A Cointegration Analysis [ID#: 114]  
Chi-Yu Huang, I-Shou University

The Determinants of Marketing Knowledge Transfer to Subsidiaries: An Exploratory Study of Korean MNEs in China [ID#: 262]  
Jangrho Lee, Korea University  
Insik Jeong, Korea University  
Ji-Hoon Park, Korea University

Spillovers From Foreign Direct Investment to Korean Manufacturing Sectors: The Perceptions of Korean Indigenous Firms [ID#: 279]  
Youngok Kim, University of New South Wales

The Role of Absorptive Capacity and Knowledge Internalization in Sourcing Performance: A Supplier’s Perspective [ID#: 401]  
Poh-Lin Yeh, Bentley College

“Real Life” and Its Presentation in MBA Teaching Cases: How Truthful are the Cases? [ID#: 631]  
Shu Lin, Peking University  
Neng Liang, China Europe International Business School

Session: 1.4.2 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall

International R&D and Innovation

The Determinants of Pharmaceutical R&D Expenditures: Evidence from Japan [ID#: 28]  
Jörg C. Mahlich, Austrian Federal Economic Chamber  
Thomas Roediger-Schluga, ARC Seibersdorf research GmbH

The Effects of Board Capital on Product Innovation: Considering Financial Slack and Technological Opportunity [ID#: 54]  
Cheng-Yu Lee, National Cheng Kung University

Intellectual Property Regimes, Innovative Capabilities, and Patenting in Korea [ID#: 226]  
Jaeyong Song, Seoul National University

How Do Luxury Brands Maintain Customer Loyalty from Counterfeits? [ID#: 300]  
Hung-Chang Chiu, National Chung Hsing University  
Sheng-Hsiung Chang, National Taiwan University  
Yi-Ching Hsieh, National Central University  
Wen-Ruey Lee, Ming Chuan University

Session: 1.4.3 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall

Governance in Emerging Markets

Top Executive Pay and Firm Performance in China [ID#: 10]  
Trevor Buck, Loughborough University  
Xiaohui Liu, Loughborough University  
Rodion Skovoroda, Loughborough University  
Delu Wang, Greatwall Research Institute

Mohamad Sepehri, Jacksonville University

Session: 1.4.4 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall

Institutions and NGOs

International Agreements on Liberalization of FDI: North American vs. European Approach [ID#: 375]  
Philippe Gugler, University of Fribourg  
Vladimir Tomsk, World Trade Institute

Implementing Professional Football in Japan (J-League)-Challenges to Research in International Business [ID#: 447]  
Sten Söderman, Stockholm University  
Harald Dolles, German Institute for Japanese Studies

Session: 1.4.5 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall

SME’s and New Ventures

An Empirical Study on Balancing, Coordinating, and Learning Mechanism as Mediating Effects on International Growth [ID#: 89]  
Jin-Seop Cheong, IDS & Associates

Knowledge Creation in Small-Firm Network [ID#: 151]  
Alsones Balestrin, Universidade Vale do Rio dos Sinos  
Lilia Maria Vargas, Universidade Federal do Rio Grande do Sul

Returning Entrepreneurs and Their Role in Internationalisation and Technology Transfer [ID#: 343]  
Ou Dai, Loughborough University

Session: 1.4.6 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall

Outsourcing and Offshoring

International Outsourcing Types and Firm Value Enhancement [ID#: 45]  
Somnath Lahiri, University of Memphis
A Theoretical Framework Development of Global Responsiveness to Sourcing Barriers: an Empirical Study of Sporting Goods Retail Firms [ID#: 47]
   Ming-Tien Tsai, National Cheng Kung University
   Yen-Chih Huang, National Cheng Kung University

A Framework for Considering Geographical Diversification, Product Diversification, Vertical Integration and Outsourcing [ID#: 879]
   Bernard Wolf, York University

Session: 1.4.7 - Interactive
   Time: 12:30-13:45
   Room: No. 17/Hall

Emerging Economies

Export Led Growth in Hong Kong: Empirical Evidence from the Components of Exports [ID#: 4]
   Tuck Cheong Tang, Monash University

Foreign Direct Investment in China: Beyond the Representative Office [ID#: 59]
   Diego Quer, University of Alicante
   Enrique Claver, University of Alicante

Exploring the Influence of International Entrepreneurship on Entry Mode Selection and Management Control [ID#: 113]
   Hsiang-Chun (Jocelyn) Chen, National Yunlin University of Science and Technology
   Pei-Ju Wei, National Yunlin University of Science and Technology

Do Chinese and Western Business-to-Business Relationships Share Similar Behavioural Constructs? An Exploration, Concept, and Research Agenda [ID#: 175]
   Bradley R. Barnes, Leeds University
   Dorothy A. Yen, Leeds University

Is China a Market or Factory: Typology of Taiwanese Manufacturers in China [ID#: 212]
   Li-Hua Kuo, National Chi Nan University
   Ryh-song Yeh, National Chi Nan University

Marketing Adaptations of Multinationals in an Emerging Market [ID#: 302]
   Tung-Lung Steven Chang, Long Island University

Service Intangibility, Cultural Factors, and Entry Mode Selection in Service Firms: A Conceptual Framework and Research Propositions [ID#: 322]
   David D.C. Tarn, I-Shou University
   Kuo-Chien Chang, I-Shou University

Session: 1.4.8 - Interactive
   Time: 12:30-13:45
   Room: No. 17/Hall

Multinationality and Performance

Intra-Regional Sales, Product Diversity, and Performance in Merchandising Multinationals [ID#: 231]
   Nessara Sukpanich, Thammasat University
   Alan M. Rugman, Indiana University

A Critical Note on the Multinationality - Performance Relationship in International Management Studies [ID#: 243]
   Lei Li, University of Portland
   Anthony Goerzen, University of Victoria
   Alain Verbeke, University of Calgary

The Impact of Corporate Social Performance on a Firm’s Multinationality [ID#: 278]
   Cyril Bouquet, York University
   Yuval Deutsch, York University

Exporting and the Profitability of NIE Firms: The Moderating Effect of FDI [ID#: 320]
   Yu-Ching Chiao, National Chung Hsing University
   Chwo-Ming Yu, National Chengchi University
   Fang-yi Lo, National Chengchi University

Cross-border Acquisition Waves: Country and Industry Effects [ID#: 406]
   Protiti Dastidar, George Washington University
   Alexander Sleptsov, Tulane University

Session: 1.4.9 - Interactive
   Time: 12:30-13:45
   Room: No. 17/Hall

Corporate Social Responsibility, Ethics, Justice

Does Corruption Make Firms Bribe?: An Empirical Investigation [ID#: 155]
   Seung-Hyun Lee, University of Texas at Dallas
   Kenny Oh, University of Texas at Dallas

Corporate Social Responsibility in the Multinational Enterprise: Strategic and Institutional Approaches [ID#: 173]
   Bryan W. Husted, Tecnológico de Monterrey and Instituto de Empresa
   David B. Allen, Instituto de Empresa

The Effects of Organizational Justice Across Cultural Dimensions [ID#: 315]
   Run Ren, Texas A&M University
   Elizabeth Umphress, Texas A&M University

Session: 1.4.10 - Interactive
   Time: 12:30-13:45
   Room: No. 17/Hall

Regions and Location

A Model to Evaluate Transient Industry Effects: Cross-Border Comparisons [ID#: 258]
   Miguel A. Ariño, IESE Business School
   Africa Ariño, IESE Business School

The Influence of Regionalisation and Psychic Distance on the Direction of Australian Exports [ID#: 297]
   Garry Sherriff, University of Queensland
   Paul Brewer, University of Queensland
Regional Differences in Career Beliefs of Higher Education Students of the People’s Republic of China [ID#: 456]
Cherlyn Skromme Granrose, Berry College
John R. Grout, Berry College

Session: 1.4.11 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

Cross Culture, IHRM, Expatriates

The Role of Culture Attributes in Inequality [ID#: 38]
Amir Shoham, The College of Management
Miki Malul, Ben-Gurion University

The Impact of Identity, Justice, and Rank on Same-sex and Cross-gender Networking [ID#: 87]
Irene Hau-siu Chow, Chinese University of Hong Kong

The Effect of Supervision Style and Decision-making on Role Stress and Satisfaction of Senior Foreign Managers in International Joint Ventures in China [ID#: 98]
Lung-Tan Lu, Fo Guang University
Yuan-ho Lee, Fo Guang University

Mentoring in the Chinese Organizational Environment: How it Relates to Job Performance and Workplace Attitudes of Protégés [ID#: 176]
Nikos Bozionelos, University of Durham
Qin Xia, University of Sheffield

Factors That Discriminate the Six Occupational Categories as Mentioned by Holland in an Indian Adult Working Population [ID#: 185]
Vijaya Talluri, PSG Institute of Management

Effects of Staffing Composition on Subsidiary’s Performance in Corporate Strategic Reorientation [ID#: 202]
Qin Yang, Temple University

Improving Global Knowledge Management Through Inclusion of Host Country Workforce Input [ID#: 228]
Yongsun Paik, Loyola Marymount University
Charles M. Vance, Loyola Marymount University
Jeffrey Gale, Loyola Marymount University
Cathleen McGrath, Loyola Marymount University

Analysis of Work Preferences among Professional Specialists: Practical Implications for Global Business Managers [ID#: 233]
G. Ronald Gilbert, Florida International University

Management Localization as Resource Seeking and Its Impact on Performance: An Empirical Study of MNCs in China [ID#: 492]
Shengsheng Huang, Lingnan University
Geng Cui, Lingnan University

Session: 1.4.12 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

Markets and Prices

Co-Movements of the Pacific-Basin Stock Markets: Portfolio Diversification Implications [ID#: 31]
Ilhan Meric, Rider University
Joe Kim, Rider University
Lewis W. Coopersmith, Rider University
Gulser Meric, Rowan University

State Equity Ownership and Firm Performance: China’s Newly Privatized Firms [ID#: 66]
Alex Ng, University of Northern British Columbia
Ayse Yuce, Ryerson University
Eason Chen, University of Northern British Columbia

Input Specificity and Global Sourcing [ID#: 91]
Ari Van Assche, HEC Montréal
Galina Schwartz, University of California, Berkeley

Session: 1.4.13 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

Networks, Alliances and JVs

Effects of Networks on Organizational Learning Capability and Firm Performance [ID#: 119]
Supara Kapsawat, Dhurakij Pundit University
James McCullough, University of Puget Sound

Impact of Cross-border M&A on Economic Growth in Developing Countries [ID#: 148]
Pooja Thakur, Rutgers University

Bonding Through Networks in the Global Financial Market [ID#: 153]
Liang Yu, University of Oxford
Paul Willman, University of Oxford

Determinants and Performance Effects of Trust in Korean New Product Alliances [ID#: 156]
Martin Hemmert, Korea University
Ludwig Bstieler, University of New Hampshire

IJV Performance in Emerging Markets versus Non-Emerging Markets [ID#: 170]
Hemant Merchant, Simon Fraser University

Alliance Relationship Dynamics: Conflict, Structure and Control [ID#: 227]
Saleema Kauser, Manchester Business School

The Effect of Mergers in Japan [ID#: 364]
Jing Gu, University of Tsukuba
**SATURDAY, JUNE 24 - 12:45-13:45**

**AIB Fellows’ Business Meeting**

Fellows of the Academy of International Business only.

**SATURDAY, JUNE 24 - 13:45-15:00**

**Session: 1.5.1 - Special Session**

**Farmer Dissertation Award Presentations**

Chair: Elizabeth Rose, Victoria University of Wellington

Presentations by the 2006 AIB Richard N. Farmer Doctoral Dissertation Award Finalists. The Farmer Dissertation Award is sponsored by Indiana University CIBER.

**Inter-firm Knowledge Sharing and its Effect on Relationship Value: A Global Supply Chain Perspective (Dissertation Awarded by: University of Tennessee)**

Mee-Shew Cheung, Xavier University

**Managing Matters: Transferring Organizational Practices Within Multinational Companies (Dissertation Awarded by: Norwegian School of Management)**

Jon Erland Lervik, Norwegian School of Management

**How National Institutions Influence Firms’ Knowledge-Building Alliance Strategies (Dissertation Awarded by: George Washington University)**

Gurneeta Vasudeva, Indian School of Business

**Session: 1.5.2 - Panel**

Track 3 - Managing People Across Cultures

**Cultural Variations in Global Management and International Business: Implications for 21st Century**

Chair: Rabi S. Bhagat, University of Memphis

**Employee-Organization Relationship: Cross-Cultural Similarities or Differences**

Anne S. Tsui, Arizona State University

**The Puzzle of the Performance Implications of Cultural Differences in Mergers and Acquisitions: Opening up the Black Box of Integration**

Guenter Stahl, INSEAD

**Culture Clashes Around the World: Implications for Cross-Cultural Management and International Business**

Rabi S. Bhagat, University of Memphis

Ben L. Kedia, University of Memphis

Mannsoo Shin, Korea University Business School

**Discussions:**

John Child, University of Birmingham

Kwok Leung, City University of Hong Kong

**Session: 1.5.3 - Competitive**

Track 4 - International Strategic Management

**R&D Strategies**

Chair: Peter Ping Li, California State University, Stanislaus

**Regional Economic Integration and R&D Investment [ID#: 1]**

Alvaro Cuervo-Cazurra, University of South Carolina

C. Annique Un, University of South Carolina

**R&D Investment of Subsidiaries of Foreign MNEs Versus Domestic Firms in the Same Country [ID#: 2]**

Alvaro Cuervo-Cazurra, University of South Carolina

C. Annique Un, University of South Carolina

**Aligning Technology Policy With Business Strategy in a Transition Economy [ID#: 56]**

Howard Arthur Davies, Hong Kong Polytechnic University

**The Synchronization of Innovation Management and Competitive Strategy [ID#: 947]**

Ziqi Liao, Hong Kong Baptist University

**Session: 1.5.4 - Competitive**

Track 7 - Learning, Knowledge and Innovation

**Cooperative Networks and Industry Clusters**

Chair: Janet Fulk, University of Southern California

**Knowledge Access and Knowledge Acquisition in Clusters: What is Their Role in SME’s Internationalization [ID#: 24]**

Sylvie Chetty, Massey University

Snejina Michailova, University of Auckland

**Understanding Local Clusters Through Global Firms: the Semiconductor Industry [ID#: 106]**

Juan Alcacer, New York University

Minyuan Zhao, University of Minnesota

“Cooperative Relationships As A Factor Of Competitiveness: An Application To Spanish Firms ? [ID#: 562]**

Isabel Alvarez, Universidad Complutense Madrid

Raquel Marin, Universidad Complutense Madrid

Antonio Fonfria, Universidad Complutense Madrid

**Session: 1.5.5 - Competitive**

Track 1 - The Context of Global Business

**Regional and Bilateral Trade**

Chair: Stephen Tallman, University of Richmond

**The Regional Dimension of UK Multinationals [ID#: 12]**

Alan M. Rugman, Indiana University

Alina Kudina, University College London

George S. Yip, London Business School
Emerging Countries, Regionalization and World Trade [ID#: 711]
Brigitte Lévy, University of Ottawa

A Bilateral Analysis of Bilateral Investment Treaties [ID#: 780]
Srividy Jandhyala, University of Pennsylvania
Witold J. Henisz, University of Pennsylvania
Edward D. Mansfield, University of Pennsylvania

Regional Integration and FDI: Winners and Losers [ID#: 847]
Dorothée Feils, University of Alberta
Manzur Rahman, University of San Diego

Conceptual insights into offshore outsourcing
Chair: Somnath Lahiri, University of Memphis

Relationship Between Global Sourcing Strategy and Performance of Knowledge-Based Services: A Strategic Fit Perspective [ID#: 246]
Stanford A. Westjohn, Saint Louis University
Janet Y. Murray, University of Missouri, St. Louis

Do Firms Outsource Their Future? International Outsourcing of New Product Development and the Competitive Advantage of the MNC [ID#: 265]
Michael C. Nippa, Freiberg University of Mining and Technology
Bjorn Rosenberger, Freiberg University of Mining and Technology

New Faces of Offshoring: A Typology of Work Design and Business Models [ID#: 796]
Duane Truex, Georgia State University
Francisco Nicolai Candelo, Vifares Ltd.
Riju Mittal, Hexaware Inc.
Wade M Danis, Georgia State University

Foreign Investors’ Location Decisions within Emerging Economies
Chair: Stanley Nollen, Georgetown University

The Importance of Internal and External Networks for Foreign Subsidiaries at Start-up Stage: A Comparative Analysis of SMEs and Large Firms [ID#: 18]
Chwo-Ming Yu, National Chengchi University
Sheng-Ya Tseng, National Chengchi University

Legitimation in Density Dependence Model: The Moderating Role of Firm and Location Heterogeneity [ID#: 96]
Nan Zhou, National University of Singapore

Jaeyong Song, Seoul National University
Wilbur Chung, University of Maryland
Chaerin Yun, Seoul National University

Corporate Governance, Entry Mode and Location Strategies: Evidence from Taiwanese Firms [ID#: 574]
Igor Filatotchev, King's College London
Yung-Chih Lien, National Taiwan Ocean University
Jenifer Piesse, King's College London
Roger Strange, King's College London

Governance (I)
Chair: Ruth Aguilera, University of Illinois at Urbana-Champaign

Corporate Transparency in China: Factors Influencing Financial Disclosure Levels [ID#: 26]
Richard Donald Morris, University of New South Wales
Queenie Wei Yan Leung, University of New South Wales
Sidney John Gray, University of Sydney

Interaction Effects of Country Specific Characteristics and Internal Corporate Governance Mechanisms on Profitability [ID#: 128]
Victoria Krivogorsky, San Diego State University

Political Connections and Transparency of Corporate Governance in Emerging Economies [ID#: 221]
Chi-Nien Chung, National University of Singapore
Zhonghua Wu, National University of Singapore

The Firm Value Effect of Inherited Wealth in the Board Room: A Non-Anglo-American Perspective [ID#: 744]
Virginia Blanco Mazagatos, Universidad de burgos
Sanjay Goel, University of Minnesota, Deluth
Trond Randøy, Agder University College

Dynamic Capabilities
Chair: Zhen Zhu, Babson College

Strategic Responsiveness as a Dynamic Capability: A Study of its Organizational Antecedents and Contingencies on Market Turbulence [ID#: 149]
Zhen Zhu, Babson College
Cheryl Nakata, University of Illinois at Chicago

Enhancing Performance through Learning Orientation and Strategic Flexibility in International Distribution [ID#: 369]
Anthony S. Roath, University of Oklahoma
Rudolf R. Sinkovics, Manchester Business School

Unleashing Inter-Organizational Capabilities in Global Supplier-Buyer Relationships for Competitive Advantage [ID#: 425]
Axel Michael Thoma, University of St. Gallen
Yana Cvetanova Atanasova, University of St. Gallen
Christoph Senn, University of St. Gallen

Marketing dynamic capabilities in IJVs [ID#: 950]
Eric Fang, University of Delaware
Shaoming Zou, University of Missouri
Session: 1.5.10 - Competitive  Time: 13:45-15:00  Room: No. 16B
Track 10 - Internationalization of Asian Firms

Internal and External Drivers of Internationalization of Asian Business
Chair: Bernard Wolf, York University

Internationalization as a Strategic Response to Institutional Transition: Evidence from the Indian Pharmaceutical Industry [ID#: 341]
Raveendra Chittoor, Indian Institute of Management, Calcutta
Sougata Ray, Indian Institute of Management, Calcutta

The Changing Dynamics of Thai Multinationals After the Asian Economic Crisis [ID#: 526]
Pavida Pananond, Thammasat University

From Emerging To Developed Markets: Entrepreneurship In Smaller Exporting Firms [ID#: 617]
Athena Bangara, Monash University
Susan Maria Freeman, Monash University
Paul Kalfadellis, Monash University

An Integrative Framework of International Expansion of Family Firms: Evidence from Taiwan Manufacturers [ID#: 762]
Jason Duan, Cameron University
Shawn Carraker, Cameron University
Lan-Ying Huang, National Chunghua University of Education
Johnny Deng, Cameron University

Session: 1.5.11 - Panel  Time: 13:45-15:00  Room: No. 16C
Track 7 - Learning, Knowledge and Innovation

Knowledge Creation and Diffusion in Selected Creative Industries: Comparison of Film, Luxury Goods, Haute Cuisine and Newspapers
Chair: Nancy Napier, Boise State University

Panelists:
Jin-ichiro Yamada, Kagawa University
Carmelo Mazza, University of Rome "La Sapienza", Grenoble Ecole de Management
Silviya Svejenova, ESADE Business School
Luis Vives de Prada, M.I.T.
Nancy Napier, Boise State University

Session: 1.5.12 - Competitive  Time: 13:45-15:00  Room: 3051
Track 4 - International Strategic Management

Control in IJVs: Now Who’s in Charge?
Chair: Charles Dhanaraj, Indiana University

Parent Control in International Joint Ventures in Transitional China [ID#: 282]
Fan Liang, University of Tasmania
Stephen Nicholas, University of Newcastle

Parent Firm’s Equity in International Joint Ventures in China: The Moderating Role of Nationality [ID#: 387]
Wiboon Kittilaksanawong, National Taiwan University

Innovents Abroad: Failure Rates of International Joint Venturing with Pyramidal Groups [ID#: 523]
Susan E. Perkins, New York University
Randall Morck, University of Alberta
Bernard Yeung, New York University

How Do Differences in Joint Venture Ownership Affect Productivity? Theory and Evidence from China [ID#: 718]
Jing Li, Simon Fraser University
Changhui Zhou, Peking University
Edward Zajac, Northwestern University

Session: 1.5.13 - Competitive  Time: 13:45-15:00
Room: 3050
Track 3 - Managing People Across Cultures

International Training and Development
Chair: Sully Taylor, Portland State University

Cross-Cultural Training, Expatriate Self-Efficacy, and Adjustments to Overseas Assignments: An Empirical Investigation of Managers in Asia [ID#: 303]
AAhah Osman-Gani, Nanyang Technological University

Siti Rohani Yusof, Open University
Mark P Fenton-O’Creevy, Open University

Competency-Based Management Development [ID#: 500]
Bella Ya-Hui Lien, National Chung Cheng University
Richard Yu-Yuan Hung, Toko University

Managerial Education and Emergent Business Practices: "Sea Turtles" and Chinese Economic Development [ID#: 891]
David W. Pan, Northeastern State University
Jon M. Shapiro, Northeastern State University

Coffee Break

SATURDAY, JUNE 24 - 15:00-15:30

Session: 1.6.1 - Competitive  Time: 15:30-16:45
Track 7 - Learning, Knowledge and Innovation  Room: No. 3

Learning in Alliances
Chair: Jane Salk, University of Texas at Dallas

Learning Through Alliances in the Technology Sector [ID#: 223]
Vanessa Ratten, Queensland University of Technology

An Emergent and Process-Based View of Learning in Inter-Organizational Networks [ID#: 352]
Francesca Mariotti, University of Stirling
Governance Mechanisms in the Biotechnology Industry: A Comparison of Domestic and Cross-National Alliances [ID#: 440]
   Anupama Phene, University of Utah
   Stephen Tallman, University of Richmond

Are International Strategic Alliances Primarily Formed to Learn? An Empirical Analysis of Knowledge Accession Theory [ID#: 807]
   Elko Klijn, Rotterdam School of Management
   Peter J. Buckley, Leeds University
   Keith Glister, University of Sheffield
   Hui Tan, Leeds University

Session: 1.6.2 - Panel
Track 1 - The Context of Global Business
Time: 15:30-16:45
Room: No. 10

Showcase Panel on 'International Business and Social Responsibility'
Chair: John Mezias, University of Miami
Panelists:
   Pervez Nasim Ghauri, Manchester Business School
   Rob Van Tulder, RSM Erasmus University
   John Dunning, University of Reading
   Danny Van Den Bulcke, University of Antwerp
   Fabienne Fortanier, University of Amsterdam

Session: 1.6.3 - Competitive
Track 5 - Entry, Expansion & Operations Strategies
Time: 15:30-16:45
Room: No. 11

The Dynamics of Operation Modes: Stability is Rare
Chair: Klaus E. Meyer, University of Reading
Changing International Operating Modes: The Role of Social Capital [ID#: 25]
   Sylvie Chetty, Massey University
   Henrik Agndal, Stockholm School of Economics
Multiple Waves of Structural Change in IJVs [ID#: 58]
   Chris C. Chung, University of Western Ontario/Florida International University
   Paul W. Beamish, University of Western Ontario
Increasing and Decreasing Foreign Involvement: A Look at Managerial Reasons for Change [ID#: 253]
   Bernhard Swoboda, Trier University
   Thomas Foscht, University of Graz
   Cesar Maioles, California State University, East Bay
   Dirk Morschett, Saarland University
Emerging Markets as a Self-Inducing Institution: Flexible Strategy Mix for Central Europe [ID#: 710]
   Faith Hatani, Cardiff Business School

Determinants of Knowledge-Based Competencies
Chair: Gary Dessler, Florida International University
The Determinants of Innovative Persistence: An Empirical Study on Patent Spells of Technology Firms [ID#: 239]
   Jennifer Huiru Chen, National Taiwan University
   Show-Ling Jang, National Taiwan University
   Jui-Chung Yang, National Taiwan University
Knowledge Creation in Asian Markets – The Toyota Way [ID#: 331]
   Kazuo Ichijo, IMD
   Florian Kohlbacher, Hitotsubashi University
Knowledge-Based Global Competence and Its Antecedents: The Case of Taiwanese MNCs [ID#: 628]
   Bh-Shiaw Jaw, National Sun Yat-sen University
   Christina Yu-Ping Wang, National Dong Hwa University
   Sarah Yi-Lei Lin, National Sun Yat-sen University
Adaptation: A Recipient's Action for Knowledge Transfer Success [ID#: 775]
   Marshall Shbing Jiang, Brock University
   Bernard Wolf, York University

Session: 1.6.4 - Competitive
Track 7 - Learning, Knowledge and Innovation
Time: 15:30-16:45
Room: No. 12

Strategy and Geography
Chair: Bridgette Sullivan-Taylor, Warwick University
Don't Spread Competence Too Thin: Risk and Return of Global Contractual Suppliers [ID#: 274]
   Chia-Wen Hsu, National Taiwan University
   Ji-Ren Lee, National Taiwan University
   Heng-Yih Liu, Yuan Ze University
Opportunity Development and Geographic Scope: A Conceptual Framework [ID#: 553]
   Kazuhiro Asakawa, Keio University
How Do We Capture "Global Specialization" When Measuring Firms' Degree of Globalization? [ID#: 620]
   Christian Geisler Asmussen, Copenhagen Business School
   Torben Pedersen, Copenhagen Business School
   Bent Petersen, Copenhagen Business School
Is Regionalisation all There is? Revisiting the Empirical Evidence Regarding the Extent of Internationalisation by Large Firms. [ID#: 842]
   Thomas Osegowitsch, University of Melbourne
   Andre Sammartino, University of Melbourne
**Session: 1.6.6 - Competitive**

**Time:** 15:30-16:45  
**Room:** No. 14

**Track 3 - Managing People Across Cultures**

**Issues in International Management: Negotiations, Work Teams and Organizational Resources**

Chair: Rosa Chun, Manchester Business School

**The Internationalization of Small and Medium-Sized Enterprises: Do Organizational Resources Make a Difference?** [ID#: 78]

Lee Li, York University  
Gongming Qian, Chinese University of Hong Kong

**Analysis of Work Preferences Between Australian and American Business Associates: Implications for Global Managers** [ID#: 174]

G. Ronald Gilbert, Florida International University  
Ian Phau, Curtin University of Technology  
Dana Farrow, Florida International University

**Exploring Chinese Business Negotiation Behaviors: Having Good GUANXI vs. No GUANXI** [ID#: 308]

Xia Zhao, China Agricultural University  
Harley Krohmer, University of Bern

**An Exploratory Test of a Model of Social Networks, National Culture, and International Multilateral Negotiations** [ID#: 767]

R. Bruce Money, Brigham Young University  
Chad Allred, Brigham Young University

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**Session: 1.6.7 - Competitive**

**Time:** 15:30-16:45  
**Room:** 3030

**Track 5 - Entry, Expansion & Operations Strategies**

**The Role of Subsidiaries in the Host Society**

Chair: Masaaki Kotabe, Temple University

**The Internationalization Process and Firm Political Behavior** [ID#: 206]

Jonathan Brookfield, Texas A&M University  
Leonard Bierman, Texas A&M University  
Michael Pustay, Texas A&M University  
Asghar Zardkoohi, Texas A&M University

**Foreign Investments, Government Policies and Industrial Efficiency: Automobiles and Computers Compared in China** [ID#: 317]

Lihui Tian, Peking University

**Predicting Multinational Subsidiary Social Strategy: A Motivation Perspective** [ID#: 357]

Jiun Gao, University of Western Ontario

**Competitive Dynamics Among Foreign Entrants and Local Firms in China** [ID#: 373]

Sea-Jin Chang, Korea University  
Dean Xu, Peking University

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**Session: 1.6.8 - Competitive**

**Time:** 15:30-16:45  
**Room:** No. 15

**Track 2 - Economics, Finance, Taxation, Regulation**

**Corporate Finance (I)**

Chair: Sarianna M. Lundan, University of Maastricht

**The Impacts of Domestic and International Joint Ventures on Industrial Rates of Return** [ID#: 292]

Tony W. Tong, State University of New York, Buffalo  
Jeffrey J. Reuer, University of North Carolina

**How Relevant Is Payout Policy Under Low Shareholder Protection?** [ID#: 561]

Luc Renneboog, Tilburg University and ECGI  
Peter Gabor Szilagyi, Tilburg University

**Adverse Selection, Moral Hazard, and Relationship Strength in Debt Contracts: Evidence from the Syndicated Loan Market in Korea** [ID#: 824]

Ha-Chin Yi, Texas State University  
Sangwi Lee, Kyung Hee University

**Global Trends in Real Risk Free Rates** [ID#: 843]

Peter Locke, George Washington University  
Hui He, George Washington University

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**Session: 1.6.9 - Competitive**

**Time:** 15:30-16:45  
**Room:** No. 16A

**Track 6 - Marketing and Supply-Chain Standardization/Adaptation Strategies**

Chair: Matthew B. Myers, University of Tennessee

**Analysis of Marketing Standardization Strategies — The Experience of Service Firms Operating in Chinese Cities** [ID#: 74]

Henry F L Chung, Massey University  
Zhenni Wang, Massey University

**It's on the Outside That Counts: Adapting Peripheral Product Attributes and Export Performance** [ID#: 203]

Lance Eliot Brouthers, University of Texas at El Paso  
Edward O'Donnell, University of Texas at El Paso  
Yan Gao, University of Texas at El Paso  
Mohamed Feras Salama, University of Texas at El Paso

**A Fresh Look at Standardization: Factors Influencing a Firm's Signal of Quality** [ID#: 921]

Brian R. Chabowski, Michigan State University

**Antecedents and Consequences of Strategic Fit for Global Account Management: Model and Test** [ID#: 939]

Linda Hui Shi, University of Victoria  
Shaoming Zou, University of Missouri
Session: 1.6.10 - Competitive
Track 6 - Marketing and Supply-Chain
Time: 15:30-16:45
Room: No. 16B

**Market Orientation**
Chair: Mike C.H. Chao, Baruch College, CUNY

- Market Orientation or Managerial Ties? How Foreign Firms Achieve Competitive Advantage in Emerging Economies [ID#: 81]
  - Julie Juan Li, University of Hong Kong
  - Kevin Zheng Zhou, University of Hong Kong
  - Alan Shao, University of North Carolina at Charlotte

- An Incipient Exploration of Market Orientation from Human Perspective: Evidence from China [ID#: 332]
  - Yuhui Gao, University College Dublin
  - Frank Bradley, University College Dublin
  - Shuming Zhao, Nanjing University

- Targeting Market Orientation Strategy among SMEs: An Exploratory Study of U.S. and Taiwanese Firms [ID#: 487]
  - Mike C.H. Chao, Baruch College, CUNY
  - John E. Spillan, Pennsylvania State University
  - Peter Magnusson, Saint Louis University

- Market Orientation - Manufacturing Performance Relationship: Role of Firm Resources and External Environment [ID#: 565]
  - Hari Vasudevan, Dwarkadas J. Sanghvi College of Engineering
  - Sanjaya S Gaur, Indian Institute of Technology, Bombay
  - Deeksha A Singh, National University of Singapore

Session: 1.6.11 - Competitive
Track 10 - Internationalization of Asian Firms
Time: 15:30-16:45
Room: No. 16C

**Asian Business: Gaining the Requirements for Internationalization**
Chair: Christine Chan, University of Hong Kong

- How Do Firms From Emerging Markets Develop Capabilities for International Operations? [ID#: 145]
  - B. Elango, Illinois State University
  - Chinmay Pattnaik, Yonsei University

- Investing for Resources: Strategic and Absorptive factors to asset-seeking FDI [ID#: 507]
  - Ping Deng, Maryville University of St. Louis

- Domestic Inter-Firm Networks and Corporate Internationalization: a Cross Industry Study of Taiwanese SMEs [ID#: 839]
  - Thomas C. Lawton, Imperial College London
  - Ku-Ho Lin, Chung-Hua Institute for Economic Research

- Entrepreneurial Proclivity, Knowledge, and Early Internationalization [ID#: 852]
  - Lianxi Zhou, Lingnan University
  - Tsang-Sing Chan, Lingnan University
  - Yuan Lu, Chinese University of Hong Kong

Session: 1.6.12 - Competitive
Track 4 - International Strategic Management
Time: 15:30-16:45
Room: 3051

**M&A: Are There Benefits From Buying?**
Chair: Ben L. Kedia, University of Memphis

- Multinational Corporation Learning as a Routine-based Activity [ID#: 7]
  - Ayse Saka-Helmhout, University of Groningen

- The Effect of Institutional Context and Firm Specificities on Merger Abandonment and Completion [ID#: 680]
  - Desislava Dikova, University of Groningen
  - Padma Rao Sahib, University of Groningen

- Country-Level Determinants of Acquisition Performance - The Case of North American vs. European Buyouts [ID#: 881]
  - Oliver F Gottschalg, HEC School of Management, Paris
  - Daniel Zipser, WHU - Otto Beisheim School of Management

Session: 1.6.13 - Competitive
Track 1 - The Context of Global Business
Time: 15:30-16:45
Room: 3050

**Issues in Emerging Economies**
Chair: Joseph L. Cheng, University of Illinois, Urbana-Champaign

- Does China Rival its Neighboring Economies for Inward FDI? [ID#: 121]
  - Chengang Wang, Bradford University
  - Yingqi Wei, Sheffield University
  - Xiaoming Liu, University of London

- The Inflow of Managerial Knowledge and Direct Investment in Transition Economies: The Case of Hungary [ID#: 168]
  - Annamaria Inzelt, IKU, Innovation Research Center

- The Policy Process and Business Political Environmental Management Strategies in Developing Nations [ID#: 737]
  - Jorge Rivera, George Washington University
  - Jennifer M Oetzel, American University
  - Peter DeLeon, University of Colorado, Denver
  - Mark Starik, George Washington University

SATURDAY, JUNE 24 - 17:00-18:30
Time: 17:00-18:30
Room: No. 10

**WAIB Business Meeting and Reception**

Women of the AIB and those interested in supporting the advancement of women in business will have a short business meeting, reception, and network opportunities.
AIB Fellows' Dinner

Fellows of the Academy of International Business only.
SUNDAY, JUNE 25 - 08:10-09:25

Session: 2.1.1 - Panel
Track 5 - Entry, Expansion & Operations Strategies
Room: No. 3

Challenging Conventional Wisdom on Explaining Foreign Investment: What Can New Approaches Offer to Enhance our Understanding?
Chair: Thomas W Roehl, Western Washington University

Panelists:
- Anju Seth, University of Illinois at Urbana-Champaign
- Tailan Chi, University of Kansas
- Thomas W Roehl, Western Washington University
- Srilata Zaheer, University of Minnesota
- Jean-Francois Hennart, Tilburg University

Session: 2.1.2 - Special Session
Room: No. 10

Women Entrepreneurs in the Global Economy (WAIB Special Session)
Chair: Susan Trussler, University of Scranton

Panelists:
- Susan Trussler, University of Scranton
- Cheryl A. Van Deusen, University of North Florida
- Carolyn B. Mueller, Stetson University
- Lanyan Chen, Beijing University
- Elena Sannikova, University College Dublin

Session: 2.1.3 - Competitive
Track 1 - The Context of Global Business
Room: No. 11

The Role of Networks
Chair: Golpira Eshghi, Bentley Collage

The Public and Private Functions of Business Group Affiliation [ID#: 211]
- Xufei Ma, National University of Singapore

Session: 2.1.4 - Competitive
Track 4 - International Strategic Management
Room: No. 12

Learning to Internationalize
Chair: Brian Toyne, St. Mary's University

Rising To The Global Challenge: Strategies For Firms In Emerging Markets [ID#: 471]
- Jie Jacob Wu, National University of Singapore
- Nitin Pangarkar, National University of Singapore

Learning to Acquire Within the Core Industry Abroad [ID#: 622]
- Anna Nadolska, RSM Erasmus University

Doing Business in Emerging Asian Markets: Evidence from Small and Medium-Sized Canadian Firms. [ID#: 741]
- Raymond Poisson, Université Laval
- Zhan Su, Université Laval
- Yvon Gasse, Université Laval

- Jaeho Lee, University of Birmingham
- Jim Slater, University of Birmingham

Session: 2.1.5 - Competitive
Track 7 - Learning, Knowledge and Innovation
Room: No. 13

Impact of Innovation Strategies on Firm Performance
Chair: Jose R. de la Torre, Florida International University

R&D Investment, Competitiveness and Performance in Industrial Firms [ID#: 35]
- Alfredo M. Bobillo, University of Valladolid
- Juan A. Rodriguez-Sanz, University of Valladolid
- Fernando Tejerina-Gaite, University of Valladolid
- Ilduara Busta-Varela, Copenhagen Business School

Political Connections and Business Group Diversification in Emerging Economies [ID#: 291]
- Chi-Nien Chung, National University of Singapore
- Ishtiaq Pasha Mahmood, National University of Singapore
- Will Mitchell, Duke University

Does it Pay to be a Business Group Member? [ID#: 876]
- Aya Chacar, Florida International University
- Balagopal Vissa, INSEAD

The Role of Governments & Institutions in Promoting Global Entrepreneurship: International Business Theories Applied [ID#: 877]
- Amanda Bullough, Florida International University
The Acquisition Mode Of Cross-Border Technology: Transaction Cost Economics And Knowledge-Based View [ID#: 536]
Shih Chieh Fang, National Kaohsiung First University of Science and Technology
Pei-Wen Huang, I-Shou University/Cheng Shiu University
Chi-Wei Liu, I-Shou University/Hong-Kuang University
Julia Lin, I-Shou University

The Integration of Routine and Entrepreneurship in the Development of Organizational Capabilities: The Case of Huawei, China [ID#: 906]
Yuanyuan Wu, McGill University

Session: 2.1.6 - Competitive  Time: 08:10-09:25  Room: No. 14
Track 10 - Internationalization of Asian Firms
Internationalization in Chinese Business
Chair: Michael Enright, University of Hong Kong

Is China on the Investment Development Path? [ID#: 30]
Katherin Marton, Fordham University
Cornelia McCarthy, Columbia University

The Internationalization of Chinese Firms: Two Case Studies from Lenovo and BOE [ID#: 224]
Xiaohui Liu, Loughborough University
Trevor Buck, Loughborough University

Assessing the Potential for Chinese Global Integration [ID#: 289]
Ilan Alon, Rollins College
Theodore T. Herbert, Rollins College
J. Mark Munoz, Millikin University

Inward Activities and the Internationalization of Firms: A Study of Chinese Enterprises [ID#: 491]
Geng Cui, Lingnan University
Xiaoyan Ma, Lingnan University

Session: 2.1.7 - Competitive  Time: 08:10-09:25  Room: 3030
Track 7 - Learning, Knowledge and Innovation
Managing the R&D and Learning Processes
Chair: Claudio De Mattos

Cultural Fit and Innovation: A Study of Chinese Professionals [ID#: 192]
Yi Zhang, University College Dublin
Tom Begley, University College Dublin

Location Advantages and Subsidiary’s R&D Activities in Emerging Economies: The Moderating Effect of Personnel Mobility [ID#: 415]
Crystal X. Jiang, Temple University
Qin Yang, Temple University

Tacit Knowledge Acquisition [ID#: 823]
Eden Yin, Cambridge University
Yongjian Bao, University of Lethbridge

The Impact of HRM Practices on Knowledge Transfer within Taiwanese MNC Subsidiaries [ID#: 944]
Soo Hee Lee, University of London
Christopher Williams, University of London
Pauline Yin, University of London

Corporate Finance (II)
Chair: Hui He, George Washington University

The Role of Reinvested Earnings in Foreign Direct Investment: A Conceptual Model of the Determinants of Affiliate Reinvestment [ID#: 353]
Sarianna M. Lundan, University of Maastricht

An Investigation of Covered Interest Parity in the Spot USD/Yen Market [ID#: 489]
Jonathan Andrew Batten, Macquarie University
Peter Gabor Szilagyi, Tilburg University

Performance Implications of Real Options in Multinational Corporations [ID#: 517]
Tariq Driouchi, Aston University
Giuliana Battisti, Aston University

Does Launching a Website Affect the Valuation of Firms Listed in Emerging Markets? [ID#: 875]
Shirley A Hunter, Tufts University
L. Murphy Smith, Texas A&M University

International Business Metrics
Chair: G. Tomas M. Hult, Michigan State University

Share of Wallet in Retail Banking and its Prediction [ID#: 15]
Chris Baumann, Macquarie University
Suzan Burton, Macquarie University
Greg Elliott, Macquarie University

An Assessment of the Use of Structural Equation Modeling in International Business Research [ID#: 238]
G. Tomas M. Hult, Michigan State University
David J. Ketchen, Auburn University
Anna Shaojie Cui, Michigan State University
Andrea M. Prudhomme, Michigan State University
Steven H. Seggie, Michigan State University
Michael A. Stanko, Michigan State University
Alex Shichun Xu, Michigan State University

Measuring Brand Globality [ID#: 829]
Claudio V. Dimofte, Georgetown University
Johny Kjell Johansson, Georgetown University
Ilkka A. Ronkainen, Georgetown University

Global Network Equity: Marketing Metrics Across Borders [ID#: 854]
Steven H. Seggie, Michigan State University
Chris Styles, University of Sydney
S. Tamer Cavusgil, Michigan State University
FDI and MNEs (I)
Chair: Jenny Berrill, Trinity College
Spillovers from Foreign Direct Investment: A Meta Analysis [ID#: 169]
Klaus E. Meyer, University of Reading
Evis Sinani, Copenhagen Business School
China Factors on Entry and Exit of Firms in Taiwanese Manufacturing Industries [ID#: 217]
Huilin Lin, National Taiwan University
Ryh-song Yeh, National Chi Nan University
Multinational Firms and Productivity Spillovers: The Role of Firms’ Heterogeneity [ID#: 276]
Davide Castellani, University of Urbino
Antonello Zanfei, University of Urbino
A Model Explaining the Emergence of the Multinational Enterprise in Services [ID#: 325]
Guoqiang Li, University of Macau

Management of Expatriate Employees
Chair: Jiing-Lih Larry Farh, Hong Kong University of Science and Technology
Does Cultural Distance Have a Symmetric Impact on Expatriate Adjustment [ID#: 142]
Jan Selmer, Aarhus School of Business
Randy K. Chiu, Hong Kong Baptist University
Oded Shenkar, Ohio State University
An Exploratory Framework for Global Mobility Risk Management [ID#: 506]
Helen L. De Cieri, Monash University
Marilyn S. Fenwick, Global Mobility Management
An Extended Model of Expatriate Effectiveness: The Role of Social Capital [ID#: 887]
Jiao Li, University of Western Ontario
Mitch Rothstein, University of Western Ontario
Xiaohua Wang, University of Western Ontario

New Perspectives on Exports
Chair: Shih-Fen Chen, University of Western Ontario
Determinants of Using e-Intermediaries in Export Marketing: Cross-National Differences in the US and Korean SMEs [ID#: 40]
Hyuksoo Cho, Keimyung University
Patriya Tansuhaj, Washington State University

Konrad Marcin Pawlik, Aarhus School of Business
Jørgen Ulf-Møller Nielsen, Aarhus School of Business

Interrelationship between Exports and Domestic Sales: An Evidence from Emerging Market Firms [ID#: 534]
Deeksha A Singh, National University of Singapore

Different Types Of Exporting SMES: Similarities And Differences In Export Performance [ID#: 555]
Jorma Antero Larimo, University of Vaasa

Citizenship and Leadership Behavior: Emotions and Identification
Chair: Bruce W. Stening, Australian National University
An Empirical Test Of The Antecedents Of Dual Organizational Identification in the Context of Subsidiary Managers in MNCs [ID#: 280]
Davina Vora, University of Texas at Dallas
Tatiana Kostova, University of South Carolina
Kendall Roth, University of South Carolina
The Direct Effects and Mechanisms in the Relationships between Organizational Citizenship Behaviors and Organizational Performance: A Longitudinal Study in Taiwan [ID#: 521]
Timothy C. Lin, National Pingtung University of Science and Technology
T.K. Peng, I-Shou University
Performance Contingency Theory of Leadership: Testing Its Level Boundary [ID#: 528]
T.K. Peng, I-Shou University
Mark F. Peterson, Florida Atlantic University
How Emotions Shape the Processes and Outcomes of Cross Cultural Communication and Negotiation: An Affective Events Theory Perspective [ID#: 607]
Charmine E.J. Härtel, Monash University
Ruby Ming Ming Ma, Monash University

SUNDAY, JUNE 25 - 09:25-09:35
Break
SUNDAY, JUNE 25 - 09:35-10:50
Session: 2.2 - Plenary
Time: 09:35-10:50
Room: No. 17/Hall

Plenary: Dr. Jagdish Sheth - The Rise of China and India and Their Impact on the World
Chair: Mary Ann Von Glinow, Florida International University

Dr. Jagdish (Jag) N. Sheth is the Charles H. Kellstadt Professor of Marketing in the Goizueta Business School at Emory University.

SUNDAY, JUNE 25 - 10:50-11:15
Time: 10:50-11:15
Room: No. 17

Coffee Break

SUNDAY, JUNE 25 - 11:15-12:30
Session: 2.3 - Plenary
Time: 11:15-12:30
Room: No. 17/Hall

AIB Fellows’ Executive of the Year Award - Chuanzhi Liu, Legend Holdings Ltd.
Chair: Jean Boddewyn, Baruch College

Presentation of the 2006 Executive of the Year Award to Chuanzhi Liu. Mr. Liu is the President and CEO and co-founder of Legend Holdings Ltd.

SUNDAY, JUNE 25 - 12:30-13:45
Session: 2.4 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

Interactive Sessions with Light Lunch (II)

All Interactive Sessions numbered 2.4.X below will be located in Room 17/Hall. Light lunch will also be provided in the same location for all participants.

Cross Culture, IHRM, Expatriates

The Changing Role of HRM in Transitional Economies: Evidence from China [ID#: 594]
- Cherrie Jiuhua Zhu, Monash University
- Helen L. De Cieri, Monash University
- Brian Cooper, Monash University
- Shuming Zhao, Nanjing University

Revising the Hofstede Cultural Model and Connecting Cultures to International Business Competitiveness: Western vs East Asian Models [ID#: 636]
- Hwy-Chang Moon, Seoul National University

The Asymmetry of the Cultural Encounter: The Impact of National Culture Differences on Cross-Border Mergers & Acquisitions Performance [ID#: 702]
- Tomas Jandik, University of Arkansas
- Anil K. Makhija, Ohio State University
- Oded Shenkar, Ohio State University

New Frontiers of Managing People Cross Cultures - A Cultural Intelligence Perspective [ID#: 738]
- Lu Miao, University College Dublin
- Tom Begley, University College Dublin
- Aidan Kelly, University College Dublin

Towards Strategic Ambidexterity: The Nexus of Pro-Profit and Pro-Growth Strategies for the Sustainable International Corporation [ID#: 821]
- Mary Han, Ryerson University

Boundaryless Careers and Social Capital in MNCs: Implications for Coordination and Knowledge Sharing [ID#: 828]
- Mila B. Lazarova, Simon Fraser University
- Sully Taylor, Portland State University

Culture Matters: Facet and Global Job Satisfaction in the United States and the Philippines [ID#: 873]
- Teresa J. Rothausen-Vange, University of St. Thomas
- Jorge A. Gonzalez, University of Wisconsin-Milwaukee
- Andrea Griffin, Marquette University

Network Antecedents of Intra-group Cooperation: Relative Impact of Task versus Social and Leader versus Peers Relationships [ID#: 897]
- Chao C. Chen, Rutgers University
- Duanxu Wang, Zhejiang University
- Wei He, Indiana State University

The Impact of Organizational Learning on Firm Performance in an Economy in Transition: The Case of China [ID#: 938]
- Wayne Daniel Jones, University of Hawaii
- William David Brice, University of Arkansas, Little Rock
- Kan Shi, Chinese Academy of Sciences
- Wenjing Chen, Chinese Academy of Sciences
Session: 2.4.2 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall

**Regions and Location**

Guanxi in Risk Taking and Uncertain Business Conditions: A Universal Practice? An Exploratory Study [ID#: 457]  
Clare Chua, Ryerson University  
Peter Luk, Ryerson University  
Stan Paliwoda, University of Strathclyde

Supply Chain Control and Regional Economic Integration [ID#: 519]  
Ayman A. Omar, University of Tennessee

**Session: 2.4.3 - Interactive**  
Time: 12:30-13:45  
Room: No. 17/Hall

**Consumer Behavior**

Consumer empowerment behavior and hospital choice [ID#: 520]  
Hui-Ching Weng, I-Shou University  
Yu-Tze Lin, I-Shou University

The Effects of Hedonic and Utilitarian Characteristics on Consumer Perception of Quality and Value: A Comparison of Local and International Brand Appeals in Taiwan [ID#: 685]  
Wann-Yih Wu, National Cheng Kung University  
Chia-Ying Li, National Cheng Kung University

Looking for Context in a Globalized World of Marketplace Exchanges: A Consumers’ Perspective [ID#: 788]  
Jagdip Singh, Case Western Reserve University  
Clara Agustin, Universitat Pompeu Fabra  
Ed Nijssen, Radboud University

**Session: 2.4.4 - Interactive**  
Time: 12:30-13:45  
Room: No. 17/Hall

**Markets and Prices**

The Time Effect of Outward Direct Investment on Domestic Investment [ID#: 216]  
Huiling Lin, National Taiwan University  
Ryh-song Yeh, National Chi Nan University

A Study on the Foreign Exchange Dealers' Bid-Ask Spread Quote Behavior [ID#: 301]  
Mingshu Hua, National Chi Nan University

**Session: 2.4.5 - Interactive**  
Time: 12:30-13:45  
Room: No. 17/Hall

**Parents and Their Subsidiaries**

Who Controls the Purse Strings? The Role of Financial Contracting Arrangements in Controlling MNC Subsidiary Rent Seeking [ID#: 165]  
Mike Bowe, Manchester Business School  
Mohammad Yamin, Manchester Business School

Internationalization: Dynamic Leverage & Adaptation, And Subsidiary’s Performance [ID#: 390]  
Wiboon Kittilaksanawong, National Taiwan University

**Session: 2.4.6 - Interactive**  
Time: 12:30-13:45  
Room: No. 17/Hall

**Multinationality and Performance**

The Relative Influence Of Nation And Industry On High-Tech Industry Performance [ID#: 462]  
Yi-Min Chen, National University of Kaohsiung

Cultural Complexity and Organizational Performance - Application of a Resource-Based Perspective on Rent Creation [ID#: 533]  
Martin Friesl, University Bw Munich  
Sonja A. Sackmann, University Bw Munich

Resource Based View and Export Performance of Emerging Market Firms [ID#: 545]  
Ajai S Gaur, National University of Singapore  
Deeksha A Singh, National University of Singapore  
Vikas Kumar, Bocconi University

Does Location Matter? Determinants and Consequences of Internationalization of Developing Country MNCs [ID#: 568]  
Lin Yuan, National University of Singapore

Knowledge-Based and Resource-Based Performance Determinants: An Empirical Test on Technology-Intensive Firms [ID#: 601]  
Sonya Wen, National Taiwan University
Session: 2.4.7 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

**Networks, Alliances and JVs**

The Influence of Firm Specific Advantages and Entry Mode Choice on Performance: The Case of Japanese Foreign Direct Investment in Australia. [ID#: 250]

Kais Ben Youssef, University of Tsukuba
Yasuo Hoshino, University of Tsukuba

Cross Border Alliance Negotiations: The Role of Fairness [ID#: 263]

Africa Ariño, IESE Business School
Peter Smith Ring, Loyola Marymount University

Sacrifices in International Asymmetric Alliances: The Case of the Nortel-Geodis Partnership [ID#: 358]

Pierre Guy Hourquet, EDHEC Business School
Olivier Masclef, EDHEC Business School
Emmanuel Metais, EDHEC Business School

The Impact of Vertical and Horizontal Embeddedness on Subsidiary Performance in Local Networks [ID#: 382]

Jung-Min Son, Yonsei University
Dong-Jae Kim, Yonsei University
Young-Ryeol Park, Yonsei University

Alliance or Acquisition Decisions of Emerging Market Firms: Imitation and the Effect of Uncertainty [ID#: 414]

Stewart R. Miller, University of Texas at Austin
Dan Li, Indiana University
Lorraine Eden, Texas A&M University

Regional Clustering in Emerging and Advanced Markets – A Comparative View [ID#: 490]

Yen Ting Helena Chiu, National Kaoshiung First University of Science and Technology
Gerhard Wuehrer, Johannes Kepler University

Micro Processes of Knowledge Sharing Across Inter-Firm Boundaries and Occupational Communities [ID#: 785]

Sajjad Haider, Napier University

Session: 2.4.8 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

**Corporate Social Responsibility, Ethics, Justice**


Pei-Chuan Wu, National University of Singapore
Yew Kwan Tong, National University of Singapore

Organizational Isomorphism and Corruption in Emerging Countries. [ID#: 706]

Bertrand Venard, Audencia Nantes School of Management
Mohamed Hanaffi, ENITIAA

Session: 2.4.9 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

**SME’s and New Ventures**

Market Performance of International Expansion of Firms in Family Business Groups [ID#: 484]

Peng Ji Wang, National University of Singapore

Examining the Role of Networking Capability in Small and Medium Firm Internationalization [ID#: 514]

Rick Loxton, University of Queensland
Jay Weerawardena, University of Queensland
Len Coote, University of Queensland

Session: 2.4.10 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

**International R&D and Innovation**

Battleship Strategy: The Complementing Role of Born Globals in the MNC’s New Opportunity Creation [ID#: 359]

Terhi Johanna Vapola, Helsinki School of Economics
Paivi Tossavainen, Helsinki School of Economics
Mika Gabrielsson, Helsinki School of Economics

The Effects of R&D, Advertising and Employee Salary on the Firm Performance – The Case of Manufacturing Industry in Taiwan [ID#: 405]

Chia-Yu Tu, National Chung Cheng University
Kong-Fah Cheng, National Chung Cheng University

MNEs, Internationalization of R&D and the Impact on Local Firms: Evidence from China’s High-tech Industries [ID#: 435]

Hongjun Guo, Katholieke Universiteit Leuven
Reinhilde Veugelers, Katholieke Universiteit Leuven

High Tech but not Born Global? Start-ups in the Biotechnology Industry [ID#: 621]

Lisa Jane Hewerdine, University of Adelaide
Catherine Welch, University of New South Wales

The Effectiveness of International Research and Development by Multinational Enterprises [ID#: 683]

Ziqi Liao, Hong Kong Baptist University
Session: 2.4.11 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall  

Governance in Emerging Markets  

**Exploring the Relationship Among Institutionalism, Network, and International Intrapreneurship Linkage on Overseas Performance [ID#: 112]**  
Hsiang-Chun (Jocelyn) Chen, National Yunlin University of Science and Technology  
Ya-Chun Wang, National Yunlin University of Science and Technology  

**Healthy Capital Markets Despite Poor Formal Investor Protection: The Importance of Informal Mechanisms as Illustrated by Sweden’s Extensive Owner Networks [ID#: 749]**  
Anna Maj Stafsudd, Lund University  

Session: 2.4.12 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall  

Emerging Economies  

**Location Choice and Governance Mechanism Design for Taiwan Manufacturing Firm’s Investment in China [ID#: 408]**  
Shih Kuan Chiu, Feng Chia University  
Han Sheng Huang, Feng Chia University  

**The Impact of Exchange Rate Strategy on Export Performance: A Study of New Zealand Firms Exporting to Japan [ID#: 467]**  
David William St George, Victoria University of Wellington  
Doren D. Chadee, University of Auckland  

**Stages Or Leaps? – Market Strategies Of Telecommunication Operators From Small And Medium Sized Countries [ID#: 486]**  
Riku Laanti, University of Adelaide  
Fred McDougall, University of Adelaide  
Georges Baume, University of Adelaide  

**Internationalization Of German Companies Into The Chinese Market – The Consequences On Financial Performance [ID#: 570]**  
Andreas Bausch, International University Bremen  
Duc Linh Van Tri, International University Bremen  

**Mode Configuration Ownership and Diversity – The Impact of Firm Size and Knowledge Intensity [ID#: 591]**  
Niron Hashai, Hebrew University  
Christian Geisler Asmussen, Copenhagen Business School  
Gabriel R.G. Benito, Norwegian School of Management  
Bent Petersen, Copenhagen Business School  

**Competitive Aggressiveness among Multinational Companies: Preliminary Findings on the Differences between Emerging and Developed Markets [ID#: 884]**  
Tieying Yu, Boston College  
Mohan Subramaniam, Boston College  

Session: 2.4.13 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall  

Outsourcing and Offshoring  

**Outsourcing from China: Strategies and Guidelines for the American Automobile Supply Industry [ID#: 468]**  
Chen Wang Ferguson, Miami University  

**The Emergence Of International Outsourcing Agents In China: A New Type Of Player In International Supply Networks [ID#: 585]**  
Zheng Liu, University of Cambridge  
Yongjiang Shi, University of Cambridge  

Session: 2.4.14 - Interactive  
Time: 12:30-13:45  
Room: No. 17/Hall  

Knowledge, Learning and Adaptation  

**Cross Cultural Knowledge Transfer within Japanese Multinational Corporations [ID#: 571]**  
Parissa Haghirian, Sophia University  

**Global Integration and Organizational Global Competence:The Case of Taiwanese MNC’s [ID#: 642]**  
Christina Yu-Ping Wang, National Dong Hwa University  
Bih-Shiaw Jaw, National Sun Yat-sen University  
Chester Hsieh Che Tsai, National Sun Yat-sen University  

**The Mediating Effect of Relationship Learning on the Relationship Between Supplier Development Strategy and Competence Upgrading in Global Supply Chain [ID#: 657]**  
Shu-Hui Chen, National Cheng Kung University  
Hong-Chun Wang, National Cheng Kung University  

**Knowledge Reuse Across Borders: The Influence of Context, Awareness and Codifiability on Knowledge Reuse Effectiveness [ID#: 714]**  
James F. Nebus, University of North Carolina Charlotte  
Kah Hin Chai, National University of Singapore  

JIBS Department Editors Meeting  

**SUNDAY, JUNE 25 - 12:40-13:40**  

Time: 12:40-13:40  

JIBS Department Editors Meeting
Session: 2.5.1 - Competitive
Track 7 - Learning, Knowledge and Innovation
Room: No. 3

R&D in China, Taiwan and India
Chair: Mary Teagarden, Thunderbird

The Effect of International Diversification on the Value of Innovation [ID#: 345]
Shao-Chi Chang, National Cheng Kung University
Li-Yu Chen, National Cheng Kung University

The Role of Ethnic Communities in Innovation: An Analysis of Indian Inventors in the U.S [ID#: 474]
Anupama Phene, University of Utah
Paul Almeida, Georgetown University
Sali Li, University of Utah

Innovations of International Joint Ventures in Emerging Markets [ID#: 516]
Changhui Zhou, Peking University
Jing Li, Simon Fraser University

Managing R&D in Asia: Opportunities and Dilemmas for Foreign Firms [ID#: 560]
Kazuhiro Asakawa, Keio University
Ashok Som, ESSEC Business School

Session: 2.5.2 - Panel
Track 4 - International Strategic Management
Room: No. 10

Globalization of Human Capital: The Evolution From Knowledge Based Globalization and Implications for International Business Strategy and Management
Chair: Arie Y. Lewin, Duke University

Opening Presentations:
Arie Y. Lewin, Duke University
Carine Peeters, Duke University

Outsourcing and Offshoring in Denmark
Torben Pedersen, Copenhagen Business School

Offshoring in UK
Silvia Massini, Manchester Business School

Offshoring in Germany
Thomas Hutzscheneuter, WHU - Otto Beisheim School of Management

A Coevolutionary Approach to the Emergence of Offshoring White-Collar Work
Henk Volberda, Rotterdam School of Management
Ania Szczygielska, Rotterdam School of Management

Discussants:
Thomas P. Murtha, University of Illinois at Chicago and University of Minnesota
Diana Day, Rutgers University

Session: 2.5.3 - Competitive
Track 3 - Managing People Across Cultures
Room: No. 11

The Impact of Culture on International Business (II)
Chair: Peter J. Dowling, Victoria University of Wellington

Improving Cultural Indices and Rankings Based on a Meta-Analysis of Hofstede’s Taxonomy [ID#: 452]
Vas Taras, University of Calgary
Piers Steel, University of Calgary

Cultural Distance in International Business: A Meta-Analytic Review [ID#: 791]
Peter Magnusson, Saint Louis University
Daniel W. Baack, Saint Louis University
Srdjan Zdravkovic, Saint Louis University
Karin Staub, Saint Louis University

Half a Century of Measuring Culture: Review of Approaches, Challenges, and Limitations Based on the Analysis of 65 Instruments for Quantifying Culture [ID#: 893]
Vas Taras, University of Calgary
Julie Rowney, University of Calgary

Religion, Culture and the Indian Workplace [ID#: 931]
Asha Rao, California State University, East Bay

Session: 2.5.4 - Competitive
Track 4 - International Strategic Management
Room: No. 12

Agency and Governance in Emerging Markets (I)
Chair: Yair Aharoni, Tel Aviv University

Relational Contracts in China: Relational Governance and Contractual Assurance [ID#: 99]
Kevin Zheng Zhou, University of Hong Kong
Laura Poppo, Virginia Tech

Are China’s Market Institutions Beginning to Come of Age? The Case of CEO Turnover [ID#: 209]
Dennis K.K. Fan, Chinese University of Hong Kong
Chung-Ming Lau, Chinese University of Hong Kong
Michael Young, Chinese University of Hong Kong

Board Monitoring As A Signal Of Agency Problems In Chinese Listed Firms [ID#: 564]
Yiyi Su, Peking University
Dean Xu, Peking University

From Relational Transactions to Arm’s-Length Transactions During Institutional Transitions [ID#: 795]
Qi Zhou, Ohio State University
Mike Peng, University of Texas at Dallas
Jiewei Yu, Ohio State University
**Session: 2.5.5 - Panel**  
**Time:** 13:45-15:00  
**Track 5 - Entry, Expansion & Operations Strategies**  
**Room:** No. 13

**Practical Experiences in Meeting the Regulatory Challenges of Foreign Business Operations and Expansion in China**  
**Chair:** Robert Cronin Goodwin, University of Maryland University College  
**Panelists:**  
Robert Cronin Goodwin, University of Maryland University College  
Kim Woodard, Javelin Investments  
John Grobowski, Baker & McKenzie  
Douglas Stephen Clark, Lovells

**Session: 2.5.6 - Competitive**  
**Time:** 13:45-15:00  
**Track 2 - Economics, Finance, Taxation, Regulation and FDI and MNEs (II)**  
**Room:** No. 14

**FDI and MNEs (II)**  
**Chair:** Huilin Lin, National Taiwan University

- An Assessment Of The Relationship Between Foreign Direct Investment And Economic Growth [ID#: 481]  
  Jonathan Andrew Batten, Macquarie University  
  Xuan Vinh Vo, University of Western Sydney

- Defining and Classifying MNCs in International Business: Implications for Research Strategy and Design [ID#: 588]  
  Raj Aggarwal, Kent State University  
  Colm Kearney, Trinity College  
  Jenny Berrill, Trinity College

- Tariff Effects on MNC Decisions to Engage in Intra-Firm and Arms-Length Trade [ID#: 646]  
  Susan Feinberg, Rutgers University  
  Michael Keane, Yale University

- Foreign Ownership and Corporate Performance [ID#: 910]  
  Jongmoo Jay Choi, Temple University  
  Sehyun Yoo, San Diego State University

**Session: 2.5.7 - Competitive**  
**Time:** 13:45-15:00  
**Track 9 - Security & International Competitiveness**  
**Room:** 3030

**Security and International Competitiveness**  
**Chair:** Charles M. Vance, Loyola Marymount University

- Anti-Piracy Effectiveness and Managerial Confidence - Insights from Multinationals in China [ID#: 377]  
  Deli Yang, Bradford University  
  Gerald Fryxell, China Europe International Business School  
  Agnes Sie, Valspar, Inc.

- Terror Incognito: Is the New Global Terrorism A Form of Political Risk? [ID#: 882]  
  David A. Wernick, Florida International University

**Session: 2.5.8 - Competitive**  
**Time:** 13:45-15:00  
**Track 1 - The Context of Global Business**  
**Room:** No. 15

**Corporate Social Responsibility**  
**Chair:** Maria Lai-Ling Lam, Malone College

- Corporate Social Responsibility Across Borders: How do Social and Organizational Contexts Influence Company Attitude to CSR? [ID#: 57]  
  Cheryl Rivers, University of the Sunshine Coast  
  Xiaohua Yang, Queensland University of Technology

- Corporate Response to Pressure from Socially Responsible Investments [ID#: 69]  
  Emma Sjöström, Stockholm School of Economics

- The Effect of National Corporate Responsibility Environment on Japanese Foreign Direct Investment [ID#: 214]  
  George Z. Peng, University of Western Ontario  
  Paul W. Beamish, University of Western Ontario

- Why Jordanian Companies Go Green: An Institutional Approach [ID#: 695]  
  Yousef Eiadat, University College Dublin  
  Aidan Kelly, University College Dublin  
  Frank Roche, University College Dublin  
  Aine Kelly, St. John of Gods

**Session: 2.5.9 - Competitive**  
**Time:** 13:45-15:00  
**Track 6 - Marketing and Supply-Chain**  
**Room:** No. 16A

**Branding**  
**Chair:** Gary Davies, Manchester Business School

- Consumer Evaluations of Vertical Service Line Extensions [ID#: 249]  
  Jing (Jill) Lei, University of Ontario  
  Ko De Ruyter, Maastricht University  
  Martin Wetzels, Eindhoven University of Technology  
  Terry Wu, University of Ontario

- Nation Branding: How the National Image of the United Kingdom Influences the Attractiveness of its Outputs [ID#: 270]  
  Gary Davies, Manchester Business School  
  Theresa Loo, Leeds University

- Revitalizing Suffering Multinational Brands: An Empirical Study [ID#: 653]  
  Melinda L. Andrews, Florida State University  
  Daekwan Kim, Florida State University

- Country of Origin: A Brand Umbrella? [ID#: 926]  
  Sengun Yeniyurt, University of Nevada  
  Janell D. Townsend, Oakland University
Session: 2.5.10 - Competitive
Track 6 - Marketing and Supply-Chain
Room: No. 16B
Time: 13:45-15:00

**Consumer Attitudes, Perceptions, and Loyalty**
Chair: Sergio Carvalho, University of Manitoba

*Personal Global Connectivity and Consumer Behavior: A Study in Shanghai [ID#: 147]*
  Jiaiming Sun, Texas A&M University
  George Xun Wang, University of Wisconsin-Parkside

*Willingness to Boycott Foreign Products as a Reaction to Nationalistic Sentiments: An Exploratory Study in Brazil [ID#: 180]*
  Sergio Carvalho, University of Manitoba

*Consumer Attitudes Toward Marketing: A Cross-cultural Comparison Between China and Canada [ID#: 247]*
  Geng Cui, Lingnan University
  Tsang-Sing Chan, Lingnan University
  Annamma Joy, Lingnan University
  Hon-kwong Lui, Lingnan University

*Why Customers Remain with a Particular Provider: An Integrative Model and Empirical Investigation [ID#: 658]*
  Hsien-Tung Tsai, National Taiwan University
  Heng-Chiang Huang, National Taiwan University

Session: 2.5.11 - Competitive
Track 1 - The Context of Global Business
Room: 3051
Time: 13:45-15:00

**Trust, Bargaining and Relationships**
Chair: Srilata Zaheer, University of Minnesota

*Transition Economies and Trust Building [ID#: 36]*
  Reinhard Bachmann, University of London
  Hans Van Ees, University of Groningen

*Extending the Bargaining Power Model: Explaining Governance Outcomes Among Nations, MNEs, and NGOs [ID#: 207]*
  James F. Nebus, University of North Carolina Charlotte
  Carlos Ramon Rufin, Babson College

*Impact of Institutional Pressure on Board Structure in Korea [ID#: 312]*
  Jootae Kim, Dankook University
  Dong-Sung Cho, Seoul National University

*Left at the Altar? A Relational View of Global Merger and Acquisition Announcements in the 1990s [ID#: 757]*
  Ruth Aguilera, University of Illinois at Urbana-Champaign
  John Dencker, University of Illinois at Urbana-Champaign
  Xavier Escandell, University of Illinois

Session: 2.5.12 - Competitive
Track 3 - Managing People Across Cultures
Room: No. 16C
Time: 13:45-15:00

**International HRM Policies and Practices**
Chair: Jan Selmer, Aarhus School of Business

  Zeynep Aychan, KOC University
  Pawan Budhwar, Aston University
  Abdul Basit Al-Hamadi, Sultan Qaboos University
  Ann Davies, Aston University

*Examining the Impact of Country Differences on Performance Attribution [ID#: 870]*
  Flora Chiang, Chinese University of Hong Kong
  Thomas A Birch, Cambridge University

*Effects of Gender and Family on Earnings and Career Paths: A Cross-Cultural Study of Europe, the United States and Japan [ID#: 933]*
  Nini Yang, San Francisco State University

*Attitudes Towards Performance-Related Pay System: A Case Study in a Japanese Firm [ID#: 941]*
  Hyun-Jung Lee, London School of Economics
  Yuko Iijima, London School of Economics

Session: 2.5.13 - Competitive
Track 3 - Managing People Across Cultures
Room: 3050
Time: 13:45-15:00

**Knowledge Management, Innovation and Entrepreneurship**
Chair: Fiona Moore, Kingston University

*The Knowledge Transfer Anomaly [ID#: 77]*
  Paul Brewer, University of Queensland

*Cross-Cultural Validation of a Scale to Assess International Corporate Entrepreneurship [ID#: 336]*
  Jian Zhang, Tsinghua University
  Wei Zhang, Tsinghua University
  Roger (Rongxin) Chen, University of San Francisco
  Gary A. Knight, Florida State University

*The Role of Goal Orientation and Accountability in Knowledge Sharing [ID#: 483]*
  Sheng Wang, University of Nevada, Las Vegas
  Raymond A. Noe, Ohio State University
  Zhong-Ming Wang, Zhejiang University

*Predictors of Perceived Individual Creativity and Organizational Innovativeness in Egypt and Thailand [ID#: 681]*
  Nittaya Wongtada, National Institute of Development Administration
  Gillian Rice, Thunderbird
Coffee Break

SUNDAY, JUNE 25 - 15:00-15:30

Time: 15:00-15:30
Room: No. 17

SUNDAY, JUNE 25 - 15:30-16:45

Session: 2.6.1 - Competitive
Track 7 - Learning, Knowledge and Innovation
Room: No. 3

Innovative Capabilities, Knowledge Transfer and Relationships
Chair: Andreas Michael Klossek, Freiberg University of Mining and Technology

The Strength of R&D Network Ties in High-Tech Industries [ID#: 16]
John Hagedoorn, Maastricht University
Danielle Cloodt, Maastricht University
Hans Van Kranenburg, Radboud University

Network Structure, Knowledge Transfer, and Interfirm Learning [ID#: 584]
Susan S S Wong, University of Sydney

The Role Of Cross-Border Knowledge Transfer In The Innovation Performance Of UK Enterprises [ID#: 599]
Marion Sylvia Frenz, University of London

Integration and Technological Capability Accumulation in International Joint Venture in China [ID#: 853]
Huiping Li, Rutgers University

Session: 2.6.2 - Competitive
Track 5 - Entry, Expansion & Operations Strategies
Room: No. 10

Growing Subsidiaries Abroad – Not Too Fast, Not Too Slow
Chair: Jiatao Li, Hong Kong University of Science and Technology

Investment into New Foreign Subsidiaries under Receding Perception of Uncertainty [ID#: 29]
Jan Hendrik Fisch, Hohenheim University

Endogenous Constraints to International Expansion [ID#: 118]
Thomas Hutzschenreuter, WHU - Otto Beisheim School of Management
Johannes C. Voll, WHU - Otto Beisheim School of Management

On the Growth of Foreign Affiliates: Multinational Plant Networks, Joint Ventures, and Flexibility [ID#: 219]
René Belderbos, Katholieke Universiteit Leuven
Jianglei Zou, Katholieke Universiteit Leuven

Pace of Expansion and FDI Performance: The Case of Auto FDIs in China [ID#: 890]
Ruihua Joy Jiang, Lehigh University
Qingjiu Tom Tao, Lehigh University

Session: 2.6.3 - Panel
Track 1 - The Context of Global Business
Room: No. 11

China and India: Global Competitors, Foes or Phantoms?
Chair: David M. Reid, Rochester Institute of Technology

Panelists:
David M. Reid, Rochester Institute of Technology
James Dean, Western Washington University
Jonathan Woetzel, McKinsey & Company

Session: 2.6.4 - Competitive
Track 4 - International Strategic Management
Room: No. 12

Agency and Governance in Emerging Markets (II)
Chair: Trevor Buck, Loughborough University

Interlocking Directorates and Firm Performance in an Emerging Economy [ID#: 220]
Bing Ren, Nankai University
Kevin Au, Chinese University of Hong Kong
Mike Peng, University of Texas at Dallas

Interlocking Directorates, Ownership Concentration and Firm Performance During China’s Institutional Transition [ID#: 222]
Bing Ren, Nankai University
Kevin Au, Chinese University of Hong Kong

The Mediating Role of Agency Costs in the Relationship Between Chinese State Ownership and Firm Value: A Stewardship Perspective [ID#: 442]
Trien Vinh Le, University of Texas at El Paso
Mohamed Feras Salama, University of Texas at El Paso

An Agency Perspective of Subsidiary Management in Central and Eastern Europe [ID#: 682]
Barbara Brenner, Vienna University of Economics and Business Administration
Taco H. Reus, Florida Atlantic University

Session: 2.6.5 - Panel
Track 3 - Managing People Across Cultures
Room: No. 13

Outward FDI by Chinese Multinational Enterprises: Implications for International Human Resource Management
Chair: Helen L. De Cieri, Monash University

Panelists:
Helen L. De Cieri, Monash University
Shuming Zhao, Nanjing University
Cherrie Jiuhua Zhu, Monash University
Jie Shen, University of South Australia
Peter J. Dowling, Victoria University of Wellington
<table>
<thead>
<tr>
<th>Session: 2.6.6 - Competitive</th>
<th>Time: 15:30-16:45</th>
</tr>
</thead>
<tbody>
<tr>
<td>Track 7 - Learning, Knowledge and Innovation</td>
<td>Room: No. 14</td>
</tr>
<tr>
<td>Knowledge Brokers and Teams</td>
<td>Chair: Stephen T. Rudman, San Francisco State University</td>
</tr>
</tbody>
</table>
| **The Isolated Minority: Explaining Subsidiary Isolation and its Performance Implications [ID#: 146]** | L. Felipe Monteiro, London Business School  
Niklas Arvidsson, Service Management Group  
Julian Birkinshaw, London Business School |
| Knowledge Transfer Processes in MNCs: Enhancing the Speed of Knowledge Transfer [ID#: 335] | Tina Claudia Ambos, University of Edinburgh  
Bjoern Ambos, University of Edinburgh |
Klaus E. Meyer, University of Reading  
Marc Day, Henley Management College |
| Attitudes Towards Knowledge Sharing and Knowledge Governance Mechanisms [ID#: 838] | Dana Minbaeva, Copenhagen Business School  
Torben Pedersen, Copenhagen Business School |

<table>
<thead>
<tr>
<th>Session: 2.6.7 - Special Session</th>
<th>Time: 15:30-16:45</th>
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<tbody>
<tr>
<td>Room: 3030</td>
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<tr>
<td><strong>International Trajectories of Late-Movers (BALAS Special Session)</strong></td>
<td>Chair: Maria Tereza Fleury, University of São Paulo</td>
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<td>Regiocentric Strategies of Brazilian Corporations in Latin America</td>
<td>Angela Maria Cavalcante da Rocha, University of Rio de Janeiro</td>
</tr>
</tbody>
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| International Trajectories of Brazilian Multinationals: Coping with Obstacles, Challenges and Opportunities | Betania Tanure, University Fundação Dom Cabral  
Álvaro Bruno Cyrino, University Fundação Dom Cabral |
| Catching-up in the Global Economy: International Trajectories of Brazilian and Chinese Firms | Afonso Fleury, University of São Paulo  
Maria Tereza Fleury, University of São Paulo |
| Leveraging Tacit Knowledge in International Operations | Moacir de Miranda Oliveira, Junior, University of São Paulo |
| Discussants: | Guan Dongyuan, Managing Director, Embraer China  
João Carlos Lemos, General Manager, EMBRACO China |

<table>
<thead>
<tr>
<th>Session: 2.6.8 - Competitive</th>
<th>Time: 15:30-16:45</th>
</tr>
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<tbody>
<tr>
<td>Track 2 - Economics, Finance, Taxation, Regulation</td>
<td>Room: No. 15</td>
</tr>
<tr>
<td>Governance (II)</td>
<td>Chair: Zhonghua Wu, National University of Singapore</td>
</tr>
</tbody>
</table>
| Effects of Corporate Governance and Monetary Union on Corporate Liquidity [ID#: 755] | Naiwei Chen, Providence University  
Arvind Mahajan, Texas A&M University |
| A Comparative Analysis of Corporate Governance Systems in Latin America: Argentina, Brazil, Chile, Colombia and Venezuela [ID#: 769] | Ruth Aguilera, University of Illinois at Urbana-Champaign  
Marcelo Bucheli, University of Illinois at Urbana-Champaign |
| Does Privatization Lead to Institutional Change? [ID#: 776] | Narjess Boubakri, HEC Montréal  
Jean-Claude Cosset, HEC Montréal  
Houcem Smaoui, Université Laval |
Hildy Teegen, George Washington University |

<table>
<thead>
<tr>
<th>Session: 2.6.9 - Competitive</th>
<th>Time: 15:30-16:45</th>
</tr>
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<tbody>
<tr>
<td>Track 6 - Marketing and Supply-Chain</td>
<td>Room: No. 16A</td>
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<tr>
<td><strong>Innovativeness, New Product Development, and Entrepreneurship</strong></td>
<td>Chair: William H.A. Johnson, Bentley College</td>
</tr>
</tbody>
</table>
| Innovativeness and Price Sensitivity of Korean Consumers: A Second Order Perspective [ID#: 208] | Ronald E. Goldsmith, Florida State University  
Daekwan Kim, Florida State University  
Leisa Reinecke Flynn, Florida State University  
Wan-Min Kim, Pukyong National University |
| Knowing Better of the Sea in the Second Plunge: A Study of Serial Entrepreneurship in China [ID#: 407] | Sali Li, University of Utah  
William Schulze, University of Utah  
Zhineng Li, Case Western Reserve University |
Livio Corain, University of Padova  
Roberto Filippini, University of Padova  
Zeljana Piccolotto, University of Padova |
| The Effect of Supply Chain Integration, Modular Production, and Cultural Distance on New Product Development: A Dynamic Capabilities Approach [ID#: 860] | Ronaldo C. Parente, Rutgers University  
Eugene D. Hahn, Salisbury University  
Daniel W. Baack, Saint Louis University |
Session: 2.6.10 - Competitive
Track 8 - Offshoring and Outsourcing

Offshoring and outsourcing: Industry Practices
Chair: K. Scott Swan, College of William & Mary

Economies of Scope and Patterns of Global Outsourcing [ID#: 80]
Zhihao Yu, Carleton University

The Influence of 'The China Option' on Subsidiary Technology Sourcing Strategy [ID#: 161]
K. Scott Swan, College of William & Mary
Brent Allred, College of William & Mary

Global Outsourcing of Services [ID#: 551]
Thomas James Norman, University of Minnesota
Mahmood A. Zaidi, University of Minnesota
Adam C. Ahern, University of Minnesota

The Offshoring of Radiology [ID#: 817]
Martin H. Stack, Rockhurst University
Timothy Keane, Rockhurst University

Session: 2.6.11 - Competitive
Track 3 - Managing People Across Cultures

Strategic HRM in MNEs
Chair: Pawan Budhwar, Aston University

The Black Box of SHRM-Firm Performance Linkage: The Mediation Effect of Organization Climate [ID#: 293]
Li-Qun Wei, Hong Kong Baptist University
Chung-Ming Lau, Chinese University of Hong Kong

Acquirer Nationality, HR Practices and Post-Acquisition Performance [ID#: 327]
Yaakov Weber, College of Management
Dalia Rachman-Moore, College of Management

Universalistic or Contingency Model? Contribution of HRM Towards Firms’ Performance in Greece [ID#: 344]
Anastasia Katou, University of Macedonia
Pawan Budhwar, Aston University

Human Resource-Based Competitive Advantage - The Case of Motivational Rents [ID#: 443]
Oliver F Gottschalg, HEC School of Management, Paris

Session: 2.6.12 - Competitive
Track 1 - The Context of Global Business

Emerging Issues in International Business Research
Chair: Zhixing Xiao, China Europe International Business School

Entrepreneurial Culture and Economic Growth; Revisiting McClelland’s Thesis [ID#: 68]
Sjoerd Beugelsdijk, Nijmegen School of Management
Rogier Smeets, Nijmegen School of Management

Session: 2.6.13 - Competitive
Track 5 - Entry, Expansion & Operations Strategies

Adapting Subsidiaries to the Local Context
Chair: Changqi Wu, Peking University

When Shall We Hold Up An Umbrella? The Diffusion of MNE Subsidiary’s Group Structure in an Emerging Economy [ID#: 213]
Xufei Ma, National University of Singapore

Dependency or Interdependency: United States Power Generation Firms’ Entry into China [ID#: 366]
Lena Croft, Chinese University of Hong Kong
Shige Makino, Chinese University of Hong Kong

Alex Eapen, University of Sydney

Examining Post-Entry Market Orientation of Foreign Subsidiaries: Entry Mode Difference and the Legitimization Effects [ID#: 667]
Mingkun Liu, Peking University
Changhui Zhou, Peking University

Session: 2.7.1 - Special Session

Global Competitiveness from the Perspective of Asian Multinationals
Chair: Changqi Wu, Peking University

Nurturing and Developing Large Enterprises with International Competitiveness: COSCO's Implementation and Exploitation
Jiafu Wei, President and CEO, China Ocean Shipping (Group) Company (COSCO)

Samsung: Emergence of a Korean Management System in Global Economy
Seung Ho “Sam” Park, President, Samsung Economic Research Institute China Center (SERIChina)
SUNDAY, JUNE 25 - 19:00-22:00

Time: 19:00-22:00

**Gala Dinner at the Great Hall of the People**

The Gala Dinner is hosted by the Guanghua School of Management, Peking University and will take place at the Great Hall of the People. Business casual or business attire is recommended.

Bus transportation will be provided from in front of the Convention Center. The buses will leave the Convention Center between 6:45-7:00pm. Return transportation to the Convention Center will also be provided.
MONDAY, JUNE 26

Placement Center
Room: No. 4
Hours: 8:30-17:00 (Sat-Sun), 8:30-12:30 (Mon)

Exhibits
Room: No. 17
Hours: 9:00-17:30 (Sat-Sun), 9:00-16:00 (Mon)

MONDAY, JUNE 26 - 08:10-09:25

Session: 3.1.1 - Panel
Time: 08:10-09:25
Track 4 - International Strategic Management
Room: No. 3

Showcase Panel on 'Multinationality and Performance'
Chair: Simon Collinson, Warwick University
Panelists:
Harry P. Bowen, Vlerick Leuven Gent Management School
Anthony Goerzen, University of Victoria
Alan M. Rugman, Indiana University
Srilata Zaheer, University of Minnesota

Session: 3.1.2 - Competitive
Time: 08:10-09:25
Track 7 - Learning, Knowledge and Innovation
Room: No. 10

MNCs' Knowledge Capabilities
Chair: Yves L. Doz, INSEAD
Learning Networks and Technological Capability at the Subsidiary Level [ID#: 338]
Jung-li Wang, Warwick University
Simon Collinson, Warwick University
Organizational Capabilities and the Effectiveness of Knowledge Flows: The Impact of Distance within the Multinational Corporation [ID#: 378]
Tina Claudia Ambos, University of Edinburgh
Bjoern Ambos, University of Edinburgh
Tapping the Power of Local Knowledge [ID#: 610]
Shenxue Li, Lancaster University
Mark Easterby-Smith, Lancaster University

Session: 3.1.3 - Special Session
Time: 08:10-09:25
Room: No. 11

Meet the Editors Session 1: Learning to Publish in International Business
Roundtable discussions with the editors of leading international journals:
S. Tamer Cavusgil, Journal of International Marketing (Editorial Review Board Member, Ex-Editor 1993-2000)
Pervez Ghauri, International Business Review (Editor)
Anne S. Tsui, Management and Organization Review (Editor)

Session: 3.1.4 - Competitive
Time: 08:10-09:25
Track 5 - Entry, Expansion & Operations Strategies
Room: No. 12

Managing Cross-Border Mergers and Acquisitions
Chair: Zoltan Antal-Mokos, European School of Management and Technology
Do We Buy More or Less When We Want to Learn? The Knowledge Strategies and Structural Forms of US Cross-Border Acquisitions [ID#: 95]
Manuel Ferreira, Instituto Politecnico de Leira
Stephen Tallman, University of Richmond
Dan Li, Indiana University
Huan Zou, Loughborough University
Paul Simpson, Manchester Business School
Acquisition Value Creation in Emerging Markets: A Study of Acquisitions in India [ID#: 430]
Prashant Kale, University of Michigan
Cross-Border M&A: Fast & Cheap? [ID#: 463]
Kevin K. Boeh, University of Western Ontario

Session: 3.1.5 - Competitive
Time: 08:10-09:25
Track 4 - International Strategic Management
Room: No. 13

Subsidiary Control: Who’s in Charge?
Chair: Markus Pudeko, University of Edinburgh
Causes and Consequences of Practical Drift in the Multinational Subsidiary [ID#: 139]
Andreas Birk, Cranfield School of Management
Cliff Bowman, Cranfield School of Management
Véronique Ambrosini, Cranfield School of Management
A Test of Two Competing Explanations of Control in Multinational corporations [ID#: 158]
Stewart Johnston, University of Melbourne
Subsidiary Autonomy in Product Diversified Multinational Corporations: A Resource Dependence Perspective [ID#: 245]
Shao-Tzu Wu, National Chengchi University
Leadership and Team Management
Chair: Ping Ping Fu, Chinese University of Hong Kong

Team Mental Model Convergence and Accuracy: Its Development and Effects in Cross-Cultural Work Teams [ID#: 418]
- Jing Qiu, Peking University
- Zhixue Zhang, Peking University
- Leigh Anne Liu, Georgia State University

National Culture and the Usage of Transformational Leadership Practices in 6 Nations [ID#: 513]
- Hugo Zagorshek, University of Ljubljana

An Empirical Analysis Of Managers' Adjustment To Working In Multi-National Project Teams In The Pipeline And Plant Construction Sector [ID#: 573]
- Alexander T Mohr, Bradford University
- Jonas F Puck, University of Erlangen-Nuremberg
- David Rygl, University of Erlangen-Nuremberg

A Longitudinal Investigation on the Factors Affecting Newcomers' Adjustments: Evidence from Japanese Corporations [ID#: 650]
- Norihiko Takeuchi, Tokyo University of Science
- Tomokazu Takeuchi, Kawaguchi Junior College

Learning Across Firm Boundaries
Chair: Carl F. Fey, Stockholm School of Economics

Learning to Share Knowledge in the Italian Motorsport Industry [ID#: 351]
- Francesca Mariotti, University of Stirling

Environmental Pressure for Learning and Frugality in Cross-border Knowledge Transfer: Role of FocalFirm-IIB Relationship and Communication Frequency [ID#: 511]
- Liliana Perez Nordtvedt, University of Texas at Arlington
- Debmalya Mukherjee, University of Memphis

Organizational Learning and Multi-Unit Ownership in Franchising [ID#: 799]
- Xiaoli Yin, San Francisco State University

Knowledge Acquisition Under Guanxi: A Multilevel Analysis of Governmental Relationships and Business Networks Effect on the Learning-Performance Relationship in China [ID#: 898]
- Joseph C. Miller, Michigan State University
- Xiaoyun Chen, University of Hong Kong

The Impact of Distance on International Business
Chair: Peter Monge, University of Southern California

Factors Moderating the Impact of Psychic Distance: Empirical Tests on Bi-Lateral Trade Flows [ID#: 5]
- John Douglas Dow, Melbourne Business School

Internationalization, Distance Premium, Knowledge Intensity and Foreign Experience [ID#: 8]
- Niron Hashai, Hebrew University
- Seev Hirsch, Tel Aviv University
- Tamar Almor, College of Management

Psychic Distance and its Relevance: Evidence from Smaller Firms Exporting to Brazil [ID#: 431]
- John Child, University of Birmingham
- Suzana Braga Rodrigues, University of Birmingham

Performance of Foreign Direct Investment in Tunisia: Transaction Cost, Psychic Affinity and Control [ID#: 627]
- Kamira Zmerli, Faculte des Sciences Economiques et de Gestion a Mahdia and Sfax
- William Newburry, Rutgers University
- Fatih Akrout, Faculte des Sciences Economiques et de Gestion a Sfax

E-Marketing
Chair: Jungkun Park, Purdue University

E-Trust Building Customer Management: Cross Cultural Study [ID#: 51]
- Jungkun Park, Purdue University
- Sujin Yang, Seoul National University
- Sang-Lin Han, Hanyang University

Applying Prospect Theory to Evaluate the Effectiveness of Online Auction Strategy in the International Competitive Environment [ID#: 424]
- Wann-Yih Wu, National Cheng Kung University
- Cheng-Feng Cheng, National Cheng Kung University

What Determines the International Success or Failure of Firms: Conducting International Business at eBay [ID#: 722]
- Paul J. Komiak, Texas A&M International University
- Sherrie Y. X. Komiak, Memorial University of Newfoundland
- Michael Imhof, Texas A&M International University

Internet Based Sales Channel Strategies of Born Globals [ID#: 945]
- Mika Gabrielsson, Helsinki School of Economics
- Peter Gabrielsson, University of Vaasa
**Session: 3.1.10 - Competitive**

Track 1 - The Context of Global Business

**Time:** 08:10-09:25

**Room:** No. 16B

**Innovation and Diffusion**

Chair: Stefanie Lenway, University of Illinois at Chicago

Global Sensing and Sensibility - A Multi-Stage Matching Assessment of Competitive Advantage from Foreign Sources for Innovation [ID#: 101]

- Wolfgang Sofka, ZEW - Centre for European Economic Research
- Thorsten Andreas Teichert, University of Hamburg

Co-Evolutionary Sclerosis Impeding Organizational High Technology Innovation Diffusion: A Case Study [ID#: 133]

- Tariq Malik, Birkbeck College, University of London
- Hamidah Salleh, National University of Singapore


- Shirish C Srivastava, National University of Singapore
- Thompson S H Teo, National University of Singapore

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**Session: 3.1.11 - Competitive**

Track 2 - Network Approaches to Global Issues

**Time:** 08:10-09:25

**Room:** No. 16C

**International Finance and Economics**

Chair: Susan Feinberg, Rutgers University

Factors Influencing the Internationalisation of Firms: Micro Foundations of Macro Determinants [ID#: 374]

- Christos N. Pitelis, University of Cambridge
- George Argitis, University of Crete

Transaction and Transfer Efficiencies and the Size of FDI [ID#: 723]

- Dexin Yang, Shandong University of Finance

The Relationship between Investment and Cash Flow—Evidence from Asian Countries [ID#: 901]

- Raj Aggarwal, Kent State University
- Sijing Zong, California State University, Stanislaus

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**Session: 3.1.13 - Competitive**

Track 7 - Trajectories of Change

**Time:** 08:10-09:25

**Room:** No. 3050

**Science, Social Networks and Spillovers** [ID#: 53]

- Olav Sorenson, London Business School
- Jasjit Singh, INSEAD

The Creation, Evolution and Demise of the NYC New Media Innovation Ecosystem: A Process Theory Approach [ID#: 423]

- Cliff Wymbs, Baruch College

Knowledge Governance and the Theory of the Firm [ID#: 556]

- Lars Håkanson, Copenhagen Business School

Only Practice Makes Perfect! Or Is There Something Else? - Institutional and Cognitive Antecedents of Junior Faculty’s Publication Productivity - [ID#: 802]

- Marina Anna Fiedler, University of Munich
- Isabell Melanie Welpe, University of Munich

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**MONDAY, JUNE 26 - 09:25-09:35**

**Break**
International Competitiveness of Trade in Services
Chair: Doren D. Chadee, University of Auckland
Co-chair: Greg Mahony, University of Canberra

International Competitiveness of Offshore Information Technology (Enabled) Service Providers in India
Doren D. Chadee, University of Auckland
Revti Raman, University of Auckland

Use of Networks and International Knowledge for Service Firms in Emerging Markets of Asia
Susan Maria Freeman, Monash University

Shifting Reciprocity and Balance of Trade Patterns in U.S.-Asian Telecom Service Alliances: A 25-Year Analysis
Roger Kashliak, Loyola College in Maryland
Hugh Sherman, Ohio University

The Development of the Educational Services to China from Australia
Phil Lewis, University of Canberra

Factors Underpinning Success in Services Trade: the Case of Australia and Asia
Greg Mahony, University of Canberra

Liberalising Global Trade in Education Services: the Need to Move out of the Current Impasse
Vik Naidoo, Ministry of Education

Absorptive Capacity
Chair: Peter Hagstrom, Stockholm School of Economics

An Empirical Study on Determinants of Practice Transfer within MNCs [ID#: 111]
Hsiang-Chun (Jocelyn) Chen, National Yunlin University of Science and Technology
Shu-Fen Wu, National Yunlin University of Science and Technology

The Multinational Corporation and the Global Sourcing of Knowledge: Remodeling Absorptive Capacity [ID#: 391]
Christos N. Pitelis, University of Cambridge
Constantina Kottaridi, University of Peloponnese
Dimitris Thomakos, University of Peloponnese

International Absorptive Capacity: A More Comprehensive Theoretical Discussion of Absorptive Capacity [ID#: 761]
Michael A. Stanko, Michigan State University

The Impact of Eloquent Capacity on Absorptive Capacity in European Economic Interest Groupings (EEIGs) [ID#: 805]
Elko Klijn, Rotterdam School of Management
Peter J. Buckley, Leeds University
Keith Glaister, University of Sheffield
Hui Tan, Leeds University

How Does Country Affect Performance?
Chair: John Mezias, University of Miami

Does it Matter Where Countries Are? Geography, Distance, and MNE Location Choices [ID#: 62]
Lilach Nachum, City University New York
Srilata Zaheer, University of Minnesota
Shulamith Gross, City University New York

FDI Productivity Spillovers Across Regions: A Missing Link [ID#: 86]
Xiaowen Tian, Nottingham University Business School

There’s No Place Like Home. A Strategic Framework to Overcome Liability of Foreignness in the German Car Market [ID#: 595]
Jörg Zimmermann, Max Planck Institute of Economics
Wolfgang Sofka, ZEW - Centre for European Economic Research

Meet the Editors Session 2: Learning to Publish in International Business
Roundtable discussions with the editors of leading international journals:
Masaaki Kotabe, Journal of International Management (Editor)
Mike Peng, Asia Pacific Journal of Management (Editor)
John Hongxin Zhao, Multinational Business Review (Editor)

Absorptive Capacity
Chair: Peter Hagstrom, Stockholm School of Economics

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Keith Glaister, University of Sheffield
Hui Tan, Leeds University

Subsidiary-level Competence-Creation
Chair: Ayse Saka-Helmhout, University of Groningen

The Location of Competence-Creating vs. Competence-Exploiting Activities of Foreign-Owned MNCs in European Regions [ID#: 164]
Lucia Piscitello, Politecnico di Milano
John A. Cantwell, Rutgers University

Contribution of MNCs to subsidiary stakeholders [ID#: 479]
Sunil Venaik, University of Queensland
Pradeep K. Ray, University of New South Wales
Paths & Barriers To Enhance A Node In An International Manufacturing Network [ID#: 593]
Omar Salgado, University of Cambridge
Yongjiang Shi, University of Cambridge
Mike Gregory, University of Cambridge

Relationship Exploring and Competence Building in Emerging Market: Antecedents and Role of Subsidiary Initiatives [ID#: 659]
Lu-Jui Chen, Yuan Ze University
Heng-Yih Liu, Yuan Ze University
Chun-Chung Chen, Yuan Ze University

Session: 3.2.6 - Competitive
Track 3 - Managing People Across Cultures
Room: No. 14
Ethics and Values in International Business
Chair: Sidney John Gray, University of Sydney

Ethical Dilemmas in Researching Management Across Cultures [ID#: 248]
Bruce W. Stening, Australian National University
Daniel W. Skubik, California Baptist University

To Be or Not to Be: An Analysis of Optimism and Hope in the United States and India [ID#: 494]
Sucheta Nadkami, University of Nebraska, Lincoln
Gwendolyn Combs, University of Nebraska, Lincoln
Bill Provaznik, University of Nebraska, Lincoln

Within Culture Differences and Responses to Ethical Dilemmas: A Study of Thai Managers and Professionals [ID#: 505]
Dau Youngsamart, Monash University
Charmine E.J. Hartel, Monash University
John Hunter McWilliams, Deakin University
Greg Fisher, RMIT University
Ruby Ming Ming Ma, Monash University

Personal Values in Urban China and South Korea: Modern Confucian Societies in Transition [ID#: 849]
Romie Frederick Littrell, Centre for Cross Cultural Comparisons / Auckland University of Technology
Gary D. Gregory, University of New South Wales
Ilan Alon, Rollins College

Session: 3.2.7 - Competitive
Track 4 - International Strategic Management
Room: 3030
Institutions and Governance: Local Rules of the Game
Chair: Anne S. Tsui, Arizona State University

New Institutional Theory and International Corporate Governance: From General Propositions to Hypotheses for Germany. [ID#: 189]
Trevor Buck, Loughborough University
Amon Chizema, Loughborough University

Firm Performance During Institutional Transition: Effect of Group Affiliation for Emerging Market Firms [ID#: 275]
Ajai S Gaur, National University of Singapore
Andrew Delios, National University of Singapore

Power, Dependence, and Perceived Fairness in Distribution Channels
Chair: S. Tamer Cavusgil, Michigan State University

The Impacts of Specific Investments and Similarity of Business Value on Perceived Fairness in the Supplier-Distributor Relationship: The Moderating Role of Dependence [ID#: 67]
Jia Liu, Tsinghua University
Zuohao Hu, Tsinghua University
Zhlin Yang, City University of Hong Kong
Ping Zhao, Tsinghua University

Portfolio Restructuring and Performance: Do Corporate Governance and Environmental Change Play a Role? [ID#: 542]
Zhonghua Wu, National University of Singapore
Ishtiaq Pasha Mahmood, National University of Singapore

MNE Subsidiaries’ Seeking For Internal or External Legitimacy Under Dual Institutional Pressures: In The Case of Corruption [ID#: 779]
Kenny Oh, University of Texas at Dallas
Seung-Hyun Lee, University of Texas at Dallas

Session: 3.2.8 - Competitive
Track 5 - Entry, Expansion & Operations Strategies
Room: No. 15
Local Partner Perspectives on Foreign Investors
Chair: Hemant Merchant, Simon Fraser University

How do Buyer-Seller Relationships Influence Suppliers’ Modes of Entry? An Empirical Examination from the Supplier’s Point of View [ID#: 6]
Huang-Che (David) Wong, National Chengchi University
Chwo-Ming Yu, National Chengchi University
Yu-Ching Chiao, National Chung Hsing University

Non-equity Alliances and the Performance of Indian Software Firms [ID#: 428]
N.S. Siddharthan, Delhi University
Stanley Nollen, Georgetown University

Local Parent Control in International Joint Ventures: A Study of IJVs in China [ID#: 598]
Dong Chen, Loyola Marymount University
Seung Ho Park, Samsung Economic Research Center / CEIBS

Antecedents of Horizontal Acquisitions During Institutional Transitions: A Theoretical Model and Evidence from Chinese Beer Industry [ID#: 660]
Yuping Zeng, Peking University
Changqi Wu, Peking University

Session: 3.2.9 - Competitive
Track 6 - Marketing and Supply-Chain
Room: No. 16A
Power, Dependence, and Perceived Fairness in Distribution Channels
Chair: S. Tamer Cavusgil, Michigan State University

The Impacts of Specific Investments and Similarity of Business Value on Perceived Fairness in the Supplier-Distributor Relationship: The Moderating Role of Dependence [ID#: 67]
Jia Liu, Tsinghua University
Zuohao Hu, Tsinghua University
Zhlin Yang, City University of Hong Kong
Ping Zhao, Tsinghua University
Response Strategies to Noncooperative Incidents in International Distribution Partnerships [ID#: 284]
Chun Zhang, University of Vermont
S. Tamer Cavusgil, Michigan State University
David A. Griffith, Michigan State University
Meng Zhao, California State University, Dominguez Hills

Dependence of Automotive Supplier Firms in Developing Countries: An Empirical Study from Turkey [ID#: 459]
Peter Zettinig, Victoria University of Wellington
Murat Akpinar, Turku School of Economics and Business Administration

Understanding Contract Enforcement Effects in Marketing Channels in China: Salience of Observer Effect and Fairness Judgments [ID#: 973]
David K. Tse, University of Hong Kong
Chuoyan Dong, University of Hong Kong
Jiang Qingyun, Fudan University

Technology and the Internationalization of Asian Firms
Chair: Ping Deng, Maryville University of St. Louis
National Culture and Perceived Information Technology Capability: A Comparison of Born Global Firms in People’s Republic of China and the United States [ID#: 22]
Man Zhang, Bowling Green State University
Patriya Tansuhaj, Washington State University
James McCullough, University of Puget Sound

"A Roasted Duck Can Still Fly Away": National Culture and the Failure of Internationalization and Loss of Technological Advantage by an Entrepreneurial Start-Up [ID#: 183]
Marina Zhang, Australian National University
Mark Jonathan Dodgson, University of Queensland

Performance Effects of International Technology Sourcing: The Case of Korean Firms [ID#: 508]
Martin Hemmert, Korea University
Jay Hyuk Rhee, Korea University

Patterns of Chinese Firms Internationalization - The Lenovo Case [ID#: 707]
Francois Duhamel, HEC School of Management, Paris

The Impact of Globalization on International Management
Chair: William Newburry, Rutgers University

Strategic Aspects of Offshore Outsourcing
Chair: Runjuan Liu, University of Alberta
The Impacts of Service Offshoring and Inshoring on U.S. Labor Market [ID#: 21]
Runjuan Liu, University of Alberta

Determinants of 'Responsible' Corporate Behavior
Chair: Nakiye Boyacigiller, Sabanci University
Investigating the Determinants of Whistleblowing Intention: Reporting Initial Findings of an Empirical Study in P. R. China [ID#: 376]
Ying Zhang, Hong Kong Baptist University
Randy K. Chiu, Hong Kong Baptist University

NGOs’ Influence on MNEs’ Social Development Strategies: A Transaction Cost Perspective [ID#: 768]
Sushil Vachani, Boston University
Jonathan Doh, Villanova University
Hildy Teegen, George Washington University
MONDAY, JUNE 26

How Market Attractiveness Moderates the Relationship Between Corruption and FDI [ID#: 822]
Lance Eliot Brouthers, University of Texas at El Paso
Yan Gao, University of Texas at El Paso
Jason McNicol, University of Texas at El Paso
Mohamed Feras Salama, University of Texas at El Paso

Firm Self-Regulation Through International Certifiable Standards: Determinants of Symbolic Versus Substantive Implementation [ID#: 883]
Petra Christmann, Rutgers University
Glen Taylor, University of Tampa

MONDAY, JUNE 26 - 10:50-11:15
Time: 10:50-11:15
Room: No. 17
Coffee Break

MONDAY, JUNE 26 - 11:15-12:30
Session: 3.3.1 - Panel
Track 3 - Managing People Across Cultures
Time: 11:15-12:30
Room: No. 3

Expatriate Experiences In China: A Practical Perspective
Chair: Timothy Michael Devinney, Australian Graduate School of Management
Panelists:
Timothy Michael Devinney, Australian Graduate School of Management
Benjamin Zhai, Egon Zehnder International
William McCahill, WilmerHale
David Kay, Microsoft Corporation
Sabina Brady, Western Academy
Wendy Simpson, Invest Victoria

Session: 3.3.2 - Special Session
Time: 11:15-12:30
Room: No. 10

Born Globals: New Frontiers (ANZIBA Special Session)
Chair: Peter Liesch, University of Queensland
Do Born Global Firms Represent a Truly Distinct Type of Organisation?
John Douglas Dow, Melbourne Business School
Traditionally Internationalised Firms and Born Globals: Do They Differ?
Janti Gunawan, Sepuluh Nopember
Elizabeth Rose, Victoria University of Wellington
Valerie J. Lindsay, Victoria University of Wellington
Born Globals: Demystifying their Rapid and Early Internationalisation
Jay Weerawardena, University of Queensland

Hidden Ties in International New Venturing: The Case of Portfolio Entrepreneurs
Sara McGaughhey, University of Leeds

Session: 3.3.3 - Panel
Track 10 - Internationalization of Asian Firms
Time: 11:15-12:30
Room: No. 11

Emerging MNEs from Emerging Markets: Comparing the Experiences of China, India, and Korea
Chair: Ravi Ramamurti, Northeastern University
Panelists:
Ravi Ramamurti, Northeastern University
Dong-Sung Cho, Seoul National University
Peter Williamson, INSEAD
Ming Zeng, Cheung Kong Graduate School of Business

Session: 3.3.4 - Competitive
Track 1 - The Context of Global Business
Time: 11:15-12:30
Room: No. 12

Impact of Institutions
Chair: Zhan Su, Université Laval
Formal vs. Informal Institutional Determinants of Entrepreneurship in Urban China [ID#: 13]
Michael Louis Troilo, University of Michigan
Katherine Terrell, University of Michigan
Business Group Affiliation as Institutional Linkages: An Integration of Resource-based View and Institutional Perspective [ID#: 210]
Xuefi Ma, National University of Singapore
Jane Lu, Singapore Management University
Does Democracy Matter? An Institutional Conflict Perspective [ID#: 858]
Suhaib Riaz, University of Western Ontario
The Consequences of Context: Institutions and Venture Performance in Developed vs. Emerging Economies [ID#: 953]
Niels Billou, European School of Management and Technology

Session: 3.3.5 - Competitive
Track 4 - International Strategic Management
Time: 11:15-12:30
Room: No. 13

Intra-organization Strategy and Control
Chair: David Wilson, Warwick University
Managing Diversified Divisions through Socio-Cultural Mechanisms: An Exploratory Comparison between Korean and U.S. Firms [ID#: 558]
Ji-Hwan Lee, Ewha Womans University
The Role of Market Orientation in the Business Success of the MNC’s Foreign Subsidiaries [ID#: 626]
Riliang Qu, Aston Business School
International Agent Performance: Global Capabilities and Principal-Agent Relationships [ID#: 637]
William Newburry, Rutgers University
Huiping Li, Rutgers University
Session: 3.3.6 - Panel
Track 8 - Offshoring and Outsourcing
Room: No. 14

**Global NGOs: Challenges and Opportunities in a Networked World**
Chair: William B. Werther, University of Miami

Panelists:
William B. Werther, University of Miami
Jeffrey Kerr, University of Miami
Peter Monge, University of Southern California
Janet Fulk, University of Southern California
Mary Teagarden, Thunderbird

Session: 3.3.7 - Competitive
Track 1 - The Context of Global Business
Room: 3030

**Internationalization Issues**
Chair: Llewellyn D. Howell, University of Hawaii at Manoa

Exploring Patterns of Upstream Internationalization: The Role of Home-Region ‘Stickiness’ [ID#: 190]
Alan R. Muller, University of Amsterdam
Rob Van Tulder, RSM Erasmus University

Internationalization of SMEs in Europe: A Comparative Study [ID#: 451]
Mary Han, Ryerson University
Isabell Melanie Welpe, University of Munich
Vanessa Ratten, Queensland University of Technology
Leo-Paul Dana, University of Canterbury

Institutional Change and the Determinants of Internationalization: The Banking Sector between 1980 and 2000 [ID#: 466]
Alfred Slager, RSM Erasmus University
Fabienne Fortanier, University of Amsterdam
Rob Van Tulder, RSM Erasmus University

The Internationalization of the Public-Affairs Function in U.S. MNEs: Organization and Management [ID#: 686]
Jean Boddewyn, Baruch College

Session: 3.3.8 - Competitive
Track 5 - Entry, Expansion & Operations Strategies
Room: No. 15

**Building Networks to Facilitate Internationalization**
Chair: Dean Xu, Peking University

The Acquisition of Foreign Marketing Knowledge via Indirect Export Channels: Evidence from Central China [ID#: 307]
Paul D. Ellis, Hong Kong Polytechnic University
Guojun Zhuang, Xi’an Jiaotong University

International Venturing of Chinese Firms: The Mediating Effects of Networks and Corporate Entrepreneurship [ID#: 323]
Daphne W. Yiu, Chinese University of Hong Kong
Chung-Ming Lau, Chinese University of Hong Kong
Garry D. Bruton, Texas Christian University

Session: 3.3.9 - Competitive
Track 6 - Marketing and Supply-Chain
Room: No. 16A

**Sales & Supply Chain Management**
Chair: Jennifer L. Nevins, Appalachian State University

Social Capital in International Channels of Distribution: The Implications of Structural and Relational Ties on Performance and Continuity [ID#: 399]
Jennifer L. Nevins, Appalachian State University

Global Logistics Strategies and Environmental Uncertainty [ID#: 640]
Shyh-Rong Fang, National Chung Hsing University
Shih Chieh Fang, National Kaohsiung First University of Science and Technology
Cheng-Kai Hu, I-Shou University

Jo Crotty, Aston Business School
Qinghua Zhu, Dalian University of Technology
Joseph Sarkis, Clark University

Session: 3.3.10 - Competitive
Track 10 - Internationalization of Asian Firms
Room: No. 16B

**Organizational Strategy and the Internationalization of Asian Firms**
Chair: Yadong Luo, University of Miami

Organizational Form and the Choice of Markets in India’s Software and Information Technology Industry [ID#: 295]
Sumit Majumdar, University of Texas at Dallas
Davina Vora, University of Texas at Dallas
Ashok Nag, Reserve Bank of India

Subsidiary-Specific Advantages, Internationalization, Product Diversification, and Subsidiary Performance in an Emerging Market [ID#: 330]
Yu-Ching Chiao, National Chung Hsing University
Peng-yu Li, National Chengchi University
Yi-Chuan Chen, National Chengchi University
The Impact of Diversification and Industry Technology Characteristics on the Performance of Developing Country Multinationals [ID#: 566]
Nitin Pangarkar, National University of Singapore
Andrew Delios, National University of Singapore
Lin Yuan, National University of Singapore

Foreign Shareholders and Survival of Overseas Subsidiaries of MNE’s from Emerging Countries [ID#: 611]
Wei Wei Xu, National University of Singapore

**Session: 3.3.11 - Competitive**  
**Time:** 11:15-12:30  
**Room:** No. 16C  
**Track 3 - Managing People Across Cultures**

**Issues in International Organizational Behavior**
Chair: Charmine E.J. Härtel, Monash University

Work Stress, Coping, and Work Outcomes in Six National Contexts: Implications for International Management [ID#: 179]
Rabi S. Bhagat, University of Memphis
Balaji Krishnan, University of Memphis
Pamela K. Steverson, University of Memphis
Karen S. Moustafa, Indiana-Purdue University at Fort Wayne
David L. Ford, Jr., University of Texas at Dallas
Fran Brew, Macquarie University
Jose Rojas-Mendez, Universidad de Talca
Vilma Coutino-Hill, Universidad de Talca
Stefan Schmid, University of Regensburg
Ujvala Rajadhyaksha, Indian Institute of Technology
B.N. Srivastava, Indian Institute of Management
Bernadette Setiadi, Universitas Indonesia
Tim Keeley, Kyushu Sangyo University
Aizzat Mohd. Nasurdin, Universiti Sains
Mannsoo Shin, Korea University Business School
Darwish Yousef, United Arab Emirates University
Olga Soler, University of Venezuela
Michal Nowak, University of Gdansk
Murat Gumus, Canakkale Onsekiz Mart University
Annamaria Lammel, Free University
Susana Vargas, University of Birmingham

Effectiveness and Efficiency of Intra- and Intercultural Communication: Empirical Evidence from a Sino-German Experiment [ID#: 696]
Dirk Holtbruegge, University of Nuremberg
Markus G. Kitler, University of Nuremberg
Yaling Pan, UIBE, Beijing

National Stereotype Character and Reputation: The Mediating Role of Identification [ID#: 732]
Rosa Chun, Manchester Business School

Acquiring Expertise in International Business Skills: An Examination of Managerial Commitment [ID#: 783]
Tejinder K Billing, University of Memphis
Somnath Lahiri, University of Memphis
Debmalya Mukherjee, University of Memphis

**Managing Subsidiary Performance**
Chair: Francesca Sanna-Randaccio, University of Rome "La Sapienza"

Subsidiary Organizational Performance in the MNE: A Comparison of the Influence of Internal and External Business Networks [ID#: 188]
Mohammad Yamin, Manchester Business School

Long-Term or Short-Term Agreements: The Influence of Transaction Cost Variables – Empirical Evidence from Joint Ventures in China [ID#: 379]
Marshall Shiping Jiang, Brock University
Yigang Pan, York University
Preet S. Aulakh, York University

Local Linkages, Firm Size, and FDI Performance [ID#: 665]
Chia-Wen Hsu, National Taiwan University
Shih-Ju Wang, National Taiwan Normal University
Homin Chen, National Taiwan University

Does Home Country Matter? [ID#: 797]
Yu Li, Peking University
Changqi Wu, Peking University

**Session: 3.3.12 - Competitive**  
**Time:** 11:15-12:30  
**Room:** 3051  
**Track 5 - Entry, Expansion & Operations Strategies**

Managing Subsidiary Performance
Chair: Francesca Sanna-Randaccio, University of Rome "La Sapienza"

Subsidiary Organizational Performance in the MNE: A Comparison of the Influence of Internal and External Business Networks [ID#: 188]
Mohammad Yamin, Manchester Business School

Long-Term or Short-Term Agreements: The Influence of Transaction Cost Variables – Empirical Evidence from Joint Ventures in China [ID#: 379]
Marshall Shiping Jiang, Brock University
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Local Linkages, Firm Size, and FDI Performance [ID#: 665]
Chia-Wen Hsu, National Taiwan University
Shih-Ju Wang, National Taiwan Normal University
Homin Chen, National Taiwan University

Does Home Country Matter? [ID#: 797]
Yu Li, Peking University
Changqi Wu, Peking University

**Session: 3.3.13 - Special Session**  
**Time:** 11:15-12:30  
**Room:** 3050

**Can Latin American Firms Compete? (BALAS Special Session)**
Chair: Robert Grosse, Thunderbird

Immigrant Latin American Entrepreneurs: Savvy Chameleons or Proud Peacocks?
Joseph Ganitsky, Loyola University of New Orleans

Sources of Competitiveness of Large Mexican Groups
Robert Grosse, Thunderbird
Douglas E. Thomas, University of New Mexico

Brazilian Firms and the Challenge of Competitiveness
Thomaz Wood, Fundacao Getulio Vargas
Miguel Caldas, Loyola University of New Orleans

Competing Under Stress: The Shrimp Cluster in Venezuela
Michael Penfold, IESA

**MONDAY, JUNE 26 - 12:30-13:45**

**Session: 3.4 - Interactive**  
**Time:** 12:30-13:45  
**Room:** No. 17/Hall

**Interactive Sessions with Light Lunch (III)**

All Interactive Sessions numbered 3.4.X below will be located in Room 17/Hall. Light lunch will also be provided in the same location for all participants.
Session: 3.4.1 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

**Cross Culture, IHRM, Expatriates**

**Avoidance as the First Choice of Default Management:** Challenges in Overseas Korean Organizations [ID#: 100]
  - Inju Yang, University College Dublin

**Cultural Tendencies in Negotiation: A Comparison of Finland, Mexico, Turkey, and the United States** [ID#: 398]
  - Lynn E. Metcalf, California Polytechnic State University
  - Allan Bird, University of Missouri, Saint Louis
  - Mark F. Peterson, Florida Atlantic University
  - Terri Lituchy, Concordia University
  - Mahesh Shankarmahesh, University of Missouri, Saint Louis

**Trust Building Between American and Chinese Negotiators** [ID#: 409]
  - Maria Lai-Ling Lam, Malone College

**Host Country National Ethnocentrism, Personal Attributes of Expatriates and Expatriate Work Adjustment: A Host Country Perspective** [ID#: 753]
  - Klaus J Templer, Nanyang Technological University

**Person-Organization Fit: An Organizational Level Analysis of Fit and Outcomes in Six National Contexts** [ID#: 806]
  - Catherine T. Kwantes, University of Windsor
  - Simone Arbour, University of Windsor
  - Cheryl A. Boglarsky, Human Synergistics International

**Asian Women in Top Management** [ID#: 813]
  - Sowon Kim, University of Geneva

**A Mixed Measurement Model Analysis of the Importance of Intrinsic and Extrinsic Work Rewards Across Cultures** [ID#: 819]
  - Jennifer M. Ferreter, Baruch College
  - Charles A. Scherbaum, Baruch College

**The Cultural Basis of Management Strategy: Professional vs. Family Business Management in Two Countries** [ID#: 832]
  - William David Brice, University of Arkansas, Little Rock
  - Wayne Daniel Jones, University of Hawaii

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Session: 3.4.2 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

**International R&D and Innovation**

**Strategic R&D Location in European Manufacturing Industries** [ID#: 354]
  - René Belderbos, Katholieke Universiteit Leuven
  - Eliassabet Lykogianni, Katholieke Universiteit Leuven
  - Reinhilde Veugelers, Katholieke Universiteit Leuven

**Knowledge Management and Innovativeness: The Contingent Role of Organizational Climate and Structure** [ID#: 639]
  - Chung-Jen Chen, National Cheng Kung University
  - Jing-Wen Huang, National Cheng Kung University

**Globalization of Reciprocity: Open Source Software in China** [ID#: 816]
  - Chong Ju Choi, City University
  - Jai Beom Kim, Sungkyunkwan University

**Determinants of Technological Change: A Patent Data Analysis** [ID#: 862]
  - Elena Kosmopoulou, University of Reading

**Hierarchical Modular R&D Structure and Intellectual Property Protection: Evidence from Multinational R&D Labs in China** [ID#: 919]
  - Xiaohong Quan, Stanford University
  - Henry Chesbrough, University of California, Berkeley

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Session: 3.4.3 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

**E-Commerce**

**Explaining and Predicting Consumer Intentions to Sell Over the Internet: An Exploratory Model** [ID#: 136]
  - Ying Huang, Michigan State University

**The Impact of Service Intangibility on Service Firms’ e-commerce Entry Strategy: A Conceptual Framework and Research Propositions** [ID#: 324]
  - David D.C. Tarn, I-Shou University
  - Kuo-Chien Chang, I-Shou University

**Pay-for-Play: The Japanese Way to M-Commerce Success** [ID#: 908]
  - Mark Michael Lennon, University of Rhode Island
  - Nikhil Dholakia, University of Rhode Island

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Session: 3.4.4 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

**Regions and Location**

**Searching for Emerging Regionalization Patterns in MNCs Operating in Central and Eastern Europe** [ID#: 735]
  - Arnold Schuh, Vienna University of Economics and Business Administration

**Privatization of Insurance in India - Consumer Attitudes and the Growing Middle Class** [ID#: 958]
  - Peggy A Ellis, Nova Southeastern University
Session: 3.4.5 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

Corporate Social Responsibility, Ethics, Justice

Institutional Quality, Bribery, and Firm Growth: A Cross-country Analysis [ID#: 880]
Qi Zhou, Ohio State University
Mike Peng, University of Texas at Dallas
Jay Anand, Ohio State University
Jiewei Yu, Ohio State University

Government and Public: Business Intelligence and Political Risk Assessment [ID#: 892]
Llewellyn D. Howell, University of Hawaii at Manoa

A Role for Multinational Companies as Indirect Agents of Economic Development [ID#: 932]
Nila Maria Wiese, University of Puget Sound

Session: 3.4.6 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

Markets and Prices

How the Motives of Employee Stock Options are Different from the Executive Stock Options? Evidence from Japan [ID#: 234]
Hamid Hassan, University of Tsukuba
Yasuo Hoshino, University of Tsukuba

Is Chinese Currency Undervalued?—an Empirical Analysis [ID#: 567]
Peng Tao, Chinese Financial Service
Minsoo Lee, American University of Sharjah
Christopher Gan, Lincoln University

Country of Origin Effects and Foreign IPO Legitimacy: The Moderating Effects of Geographic Scope and Top Management Compensation Structure [ID#: 801]
R. Greg Bell, University of Texas at Arlington
Hussam Al-Shammari, University of Texas at Arlington

The Life Cycle of an Emerging Capital Market [ID#: 874]
Kirt C. Butler, Michigan State University
William C. Gerken, Michigan State University

Session: 3.4.7 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

Networks, Alliances and JVs

Benefiting from Scale and Link Alliances: The Contingent Role of Governance Form and Partner Attributes [ID#: 288]
Chiung-Hui Tseng, National Cheng Kung University

Can The Network Opportunities Come True? Learning-based Mechanisms as the Drivers [ID#: 498]
Su-Li Lin, I-Shou University
Chih-Hao Tsai, I-Shou University
Chih-Fang Chiu, I-Shou University

Session: 3.4.8 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

Outsourcing and Offshoring

Ownership and Outsourcing Within Indian Industry [ID#: 770]
Sumit Majumdar, University of Texas at Dallas
Deepak Datta, University of Texas at Arlington

Relating Entrepreneurship to Global Outsourcing: Opportunity Identification and Spinouts [ID#: 841]
Rong Ma, University of Memphis
Edith Charlene Busija, University of Memphis

Business Process Outsourcing: Current Trends and Future Implications: A Case Study of India [ID#: 886]
Grishma Shah, Rutgers University

Session: 3.4.9 - Interactive  Time: 12:30-13:45  Room: No. 17/Hall

Emerging Economies

Determinants of Investing Abroad--The Case of Taiwanese Banks [ID#: 116]
Yi-Yuan Liu, National Chengchi University
Kung-Pao Ying, National Chengchi University

Determinants of Entry Mode Choice and Performance of New Venture Internationalization: Based on Transaction Cost, Social Network, and Absorptive Capacity Theories [ID#: 615]
Jay Hyuk Rhee, Korea University
Expansion Strategy and Industry Evolution: The Case of Mobile Telephony in Europe and Hungary [ID#: 678]
Jamie Anderson, European School of Management and Technology
Zoltan Antal-Mokos, European School of Management and Technology
Andras Bauer, Corvinus University of Budapest
Understanding Late-Movers: Insights from the Brazilian Experience [ID#: 734]
Afonso Fleury, University of São Paulo
Maria Tereza Fleury, University of São Paulo

Session: 3.4.10 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

Entrepreneurial Orientation, New Venture Strategy, and the Performance [ID#: 652]
Yong-Hui Li, National Cheng Kung University
Ming-Tien Tsai, National Cheng Kung University

Learning Advantages of Newness: An Analysis, Critique, and Assessment of its Antecedents [ID#: 726]
Shaker A. Zahra, University of Minnesota
Congcong Zheng, San Diego State University
Jifeng Yu, Georgia State University
Rukiye Isil Yavuz, University of Minnesota

Knowledge, Learning and Adaptation

Tacit Knowledge & Embedded Relations: The Role of Expatriates in MNC Foreign Subsidiaries [ID#: 724]
Guo-Liang Jiang, University of Western Ontario
Michael J. Rouse, University of Western Ontario

Customized Globalization: Strategizing Cross-border Knowledge Sharing [ID#: 812]
Chia-Ching Fatima Wang, University of Cambridge

One Size Does NOT Fit All: An Understanding of Local Adaptation in Cross-Border Practice Transfers [ID#: 835]
Jisun Yu, University of Minnesota

From Local to Global and Back Again: Tracing the Non-Linear Road to Industrial Relations Dispute Resolution Processes in an Emerging Economy [ID#: 935]
Carol Reade, San Jose State University
Mark Reade McKenna, Nova Southeastern University

Session: 3.4.12 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall

Governance in Emerging Markets

Strategy of Firms in an Unstable Institutional Environment: The Case of Textile Firms in a Developing Country [ID#: 764]
Mehdi Farashahi, Concordia University
Taieb Hafsi, University of Montreal

Toward the Development of Corporate Reputation in Chinese Firms [ID#: 912]
Catherine Ellen Levitt, California State University at Los Angeles
Peter H. Antoniou, California State University at San Marcos
Kern K Kwong, California State University at Los Angeles

Institutional Theory: The Three Pillars and FDI location in Latin America [ID#: 916]
Len J. Trevino, Washington State University
Douglas E. Thomas, University of New Mexico
John Cullen, Washington State University

Multinationality and Performance

The Relation between Firm Performance and CEO Turnover in the Transitional Economy: Evidence from China [ID#: 643]
Kefei Ma, Peking University
Jing Quan, Peking University

CEO Origin and the Performance of U.S.-Based Multinationals: Evidence of the Superiority of Imported Leadership [ID#: 703]
Marta A. Geletkanycz, Boston College
Sylvia Sloan Black, NC A&T University

Internationalization and its Relationship to Firm Performance - The Role of Intangible Resources [ID#: 727]
Mario Krist, International University Bremen
Andreas Bausch, International University Bremen
Nina Rosenbusch, University Giessen

A Model of MNC Performance: An Integration of Financial and Strategy-related Perspectives [ID#: 818]
Andrea Jean Roofe, Florida International University
Sumit K Kundu, Florida International University

The Moderating Effect of Environment Turbulence on EMO Behavior on Firm Performance: Looking at Macro Issues. [ID#: 911]
Tolulope Bewaji, Temple University
Yunxuan (Tess) Han, Temple University

Session: 3.4.13 - Interactive
Time: 12:30-13:45
Room: No. 17/Hall
Session: 3.4.14 - Interactive
Room: No. 17/Hall

Time: 12:30-13:45

Institutions and NGOs

Institutional Relatedness And Strategic Assets On Performance Variations Of Diversification [ID#: 488]
Zhenyan Lu, Peking University

Assessing the Power of Bank Relations: Japanese Evidence [ID#: 596]
Zhonghua Wu, National University of Singapore

The New South Africa: A Structured Approach to Navigating Black Economic Empowerment [ID#: 830]
Sebastian Mathews, Georgia State University
Wade M Danis, Georgia State University

AIB General Business Meeting will begin with a presentation of the state of the AIB, introduce the location and venue of next year's conference, Indianapolis 2007, and will open the floor to member questions and comments.

MONDAY, JUNE 26 - 17:00-18:30

JIBS Decade Award Reception / Farewell Party

The 2006 AIB Annual Meeting will close with a reception, immediately following the AIB General Business Meeting. We will honor the winners of all awards, including the JIBS Decade Award, and bid farewell to all members until 2007.

Sponsored by Palgrave Macmillan, publishers of JIBS.

Chapter Chairs Luncheon

AIB Board Members and AIB Chapter Chairs only.

MONDAY, JUNE 26 - 13:45-15:00

Session: 3.5 - Plenary
Room: No. 17/Hall

JIBS Decade Award Plenary
Chair: Arie Y. Lewin, Duke University

The 2006 JIBS Decade Award, sponsored by Palgrave Macmillan, will recognize the most influential paper published in the 1996 volume of the Journal of International Business Studies.

MONDAY, JUNE 26 - 15:00-15:30

Coffee Break

MONDAY, JUNE 26 - 15:30-17:00

Session: 3.6
Room: No. 17/Hall

AIB Awards Ceremony and General Business Meeting

Announcements of the winners of the AIB Best Paper, Haynes Prize, Farmer Dissertation Award, and other recognitions. Presentation of the 2006 Dean of the Year Award.
# TUESDAY, JUNE 27

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<th>Placement Center</th>
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<td>Room: No. 4</td>
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# TUESDAY, JUNE 27 - 08:00-13:00

- **Time:** 08:00-13:00
- **Room:** 3019 (No. 9)

*AIÉ Executive Board Meeting*